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SPECIAL APPLE PACKING NUMBER

VOLUME TWO

NUMBER THREE

ONE DOLLAR A YEAR

BETTER FRUIT

September 1907



Four Tier--112 Apples in Box

Four Tier--96 Apples in Box

Three Tier--54 Apples in Box

THREE EXAMPLES OF A FINE HOOD RIVER COMMERCIAL PACK

PUBLISHED BY

BETTER FRUIT PUBLISHING COMPANY

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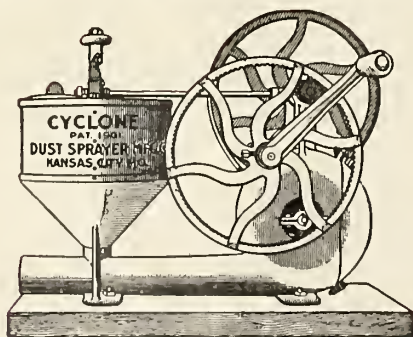
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¶ The house of F. NEWHALL & SON of Chicago, has for sixty years been trying to educate the people of the East to demand high quality fruit and pay high quality prices, and the movement toward extreme high quality packing at Hood River and a few other Western points is a decided help in this direction. We may not buy a package in your territory this year (we bought but little there last year, though very heavily in other sections) but we are going to be on the ground just the same, and if prices seem in line with other fruit equally good at other points, we are going to pay just a little more for the name, Hood River. If your prices look a little above our views on a buying proposition, possibly we may interest some of your people as their representatives in Chicago. At any rate, we shall try to become better acquainted with the Hood River people and its fruit interests.

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BETTER FRUIT

A MONTHLY ILLUSTRATED MAGAZINE PUBLISHED IN THE INTEREST
OF UP-TO-DATE AND PROGRESSIVE FRUIT GROWING AND MARKETING

SHIPPING THE APPLE—FROM ORCHARD TO MARKET

BY C. I. LEWIS, HORTICULTURIST OF THE EXPERIMENT STATION AT OREGON STATE AGRICULTURAL COLLEGE, CORVALLIS, OREGON

BELIEVING that an exhaustive article on preparing the apple for shipment will interest our readers more than anything that can be printed at this season of the year, we have selected one compiled by Professor Claude I. Lewis, horticulturist at the experiment station of the Oregon Agricultural College. In it will be found much that is of interest and instructive to both grower and shipper. It is our intention to follow it with a series of articles on packing in the subsequent numbers, until the first of the year, written by a Hood River orchardist who has made a success of the business, so that our readers will get the ideas of the grower on this important subject, as well as that of the keen observer and scientific horticulturist. The article follows:

PICKING

Time to Pick—No set rule can be given for the time to pick apples, as that will vary according to variety, sea-

son, distance to be shipped, etc. As a rule, we gauge the time to pick red apples by their color, and yellow apples by the darkening of their seeds. Some varieties, for instance Northern Spy, are generally left quite late in the season before picking. On the other hand, great care must be taken with Jonathans to pick them before they get overripe, or there is danger from core rot. Red Astrachans if left on the tree tend to

the best returns, we must handle the apples as though they were eggs, and use every precaution not to bruise and more especially not to cut the skin of the apple so as to expose it to the germs of the decays that will surely enter through any abrasion in the skin. Recent work in the department at Washington has shown that the blue molds and other decays start in these specimens, spreading finally to the other fruit. The apple should be picked by a twist of the wrist, giving either a slight upward or downward motion at the same time. If picked this way, few or no stems will be pulled out. In fact, if the apple does not come readily when this is tried, it is a pretty good indication that the fruit is not ready to be picked. This twisting motion prevents, to a large degree, the breaking off of fruit spurs. The best days for gathering fruit are the cool dry days. Picking during excessive heat, or exposing the fruit to heavy rains, are not conducive to good handling. Where the fruit is picked on a cool dry day it is better to get it under cover at once; but when occasion demands that we pick the fruit in warm weather, it will be better to leave it out of doors over night, allowing the fruit to become cool before taking it under cover, using every precaution to prevent heavy sweat-

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crack. And so on. The early apples, as a rule, especially those to be sent any distance, are harvested before they are thoroughly ripe. This practice is even sometimes adhered to with fall and winter varieties and especially if they are to be shipped long distances and to cold countries such as Siberia, as they must be shipped early to avoid severe weather which would injure the fruit. Apples like Spitzenberg should be picked as soon as they have the proper color. This means, in ordinary cases, several pickings to a tree; but only in this way can you get the best results. Every day the fruit is left on the tree after it has assumed its color, it approaches just so much nearer its final maturity and deteriorates to a marked degree in its shipping and keeping qualities. Then again, when the tree is relieved of part of its load it gives the remaining fruit a better chance to become large and well colored. The apple does not go into abrupt stages of its life history from the green apple to the natural broken-down specimen. The change is a gradual one. The most vital point in the whole life history is the picking time.

How to Pick—The methods employed at this time have much to do with the keeping qualities of the apple. To get

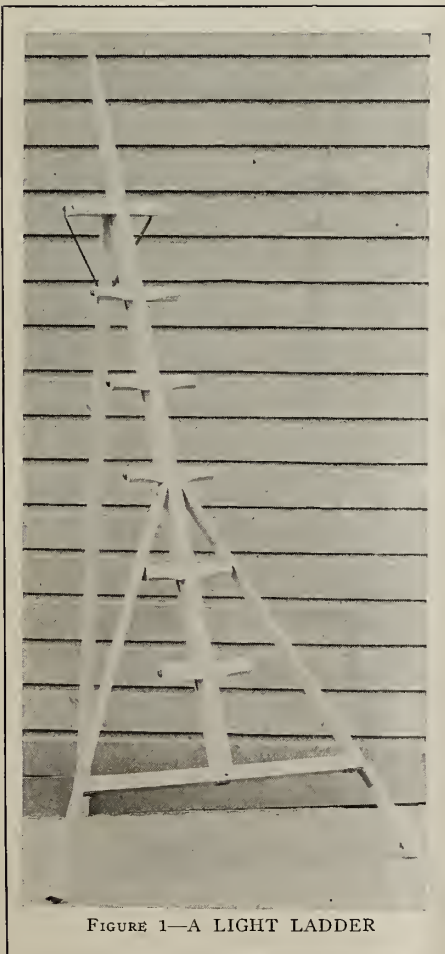


FIGURE 1—A LIGHT LADDER



FIGURE 2—ZAUN EXTENSION LADDER

ing of the fruit. The days of piling the fruit in the orchard in great heaps or of leaving it even in boxes or barrels for several days are gone forever and cannot be resorted to by those who care to handle choice fruit.

Ladders—As regards ladders, one has a great variety to choose from. A man who is handy with tools can easily make his own ladders, but to the grower who is rushed it will be much cheaper to buy. It should be the policy as much as possible not to allow pickers to climb into the trees or to use heavy ladders that tend to knock off fruit spurs. Figure 1 shows a ladder that has a good deal of merit. This ladder is patented by A. A. Smith of Paonia, Colorado, but there are agents in different parts of our state. Its simplicity and lightness appeal to one at once, it being strong enough to hold up anybody who is able to climb a ladder, and yet light enough to be handled by any child who can pick fruit. It can be used in and around the branches without knocking off spurs. Figure 2 shows a ladder known as the Zaun ladder, manufactured in Portland. It is a light but durable step-ladder and has the advantage that the back can be turned up so as to form a straight line with the stile part and the wooden rod running through the center of the standard can be used as an additional extension of five feet. These ladders are simply shown as types and not necessarily as any advertisement of these individuals. One of the most useful ladders is the double tripod ladder. Each tripod consists of three light ladders hinged to a common support. A plank can be thrown across connecting the two tripods, thus enabling the pickers to gather the fruit in the center of the tree without breaking off limbs and spurs. Figure 6 shows this ladder in service.

Utensils to Pick In—As regards utensils to pick in there is much difference of opinion. Some prefer bags, some baskets, while others prefer pails. I

prefer pails, and under no conditions would use bags. During my observations this fall in the harvesting period I found that the best picking was being done by men who used pails. A good model to use is such a pail as is shown in Figure 3, used by Mr. Mason of Hood River. Other pails very similar to this are used by other growers. These pails should be made 10x10, and will just fit into an ordinary orchard box, so that to empty a pail you place one hand over the top of the apples, lay the pail on its side in the box, and slowly lift up the bottom of the pail. Practically no

ond group, as shown in Figure 5, generally consists of girls and young women, who can use light ladders. The third group, shown in Figure 6, pick the remaining fruit, using the heavier ladders and doing the most reaching.

Orchard Boxes—It is well to have regular orchard boxes in which to take the fruit to the storage house. Some growers use the regular packing boxes, but this should not be done, as it is almost impossible to keep the boxes from becoming soiled. Orchard boxes should be made slightly larger than regular packing boxes with cleats nailed on the ends, so that they can be stacked without crushing the top fruit.

Vehicles—Many different kinds of vehicles are used for taking fruit from orchard to packing house. The best that I have seen is such a wagon as Mr. E. H. Shepard of Hood River uses for carrying in his fruit (Figure 7), a low truck wagon. It rides smoothly and is so low that it avoids heavy lifting, and unnecessary shaking of the fruit.

WIPING AND TEMPORARY STORAGE

Shall We Wipe?—The question often comes up—Does it pay to wipe? It certainly does if the market demands it and is willing to pay for it. The objection is sometimes raised that the keeping qualities of fruit that has been wiped are impaired, and this may be true; but such apples are generally disposed of in the fall, and in the long run we have no figures to show definitely the effect of wiping. Nevertheless, where apples are sprayed late so that they are spotted with spray mixture when picked, this should be removed in some way and wiping seems to be the best solution. This does not necessarily mean a great amount of polishing. Loose mitts can be made easily from flannel cloth and one good twist will remove outside dust and spray spots.

Grading Boards

—Some of the growers in Hood River this year have been using the grading board shown in Figure 8. A common board or piece of paste board is hung up before the wiper. In this board holes are cut the sizes of the various tiers, such as three, three and one-half, and four-tier, etc. As the apples are wiped they are properly sized. The average wiper will be obliged to use this board only for the first half day, soon learning to size the apples. The advantage of this method is that the packers have the apples practically graded and can do much more work in a day and after the first day the wipers can usually accomplish as much as with the old method.

Storing Before Packing—Where apples are to be wiped this must be done



FIGURE 4—THE FIRST GROUP OF PICKERS

bruising is done under this system. These pails should have hooks. If made with the dimensions given there is no temptation to drop the fruit into the pails; there is not the least danger of bruising against ladders; the hooks allow the pails to be hung on ladders or branches, relieving the pickers of the constant weight that the bag system demands he must carry; and they can be quickly emptied of fruit without bruising. The objections to the bags are that the bottomless bags are generally too deep and there is usually too much temptation to let the fruit shoot out, and also more or less bruising in going up and down ladders. The apron bags afford too much opportunity to bruise the fruit in going up and down ladders. If deep enough to hold a fair basketful there is a tendency to drop the fruit into them; and they also make a constant weight that adds unnecessary fatigue to the work of fruit gathering. They are awkward and slow to empty properly.

System in Gathering Fruit—It will sometimes be advisable to have some system in gathering your fruit. The gang of pickers might be divided into three groups, in much the same way that Mr. A. I. Mason of Hood River practices. The older and heavier persons are in the first group. They pick all fruit within reach from the ground, as shown in Figure 4. The little tables that they use are very handy, being made about the size of the boxes but having little handles protruding so that one can pick up table and box at the same time and move them around the tree. This has an advantage in that it practically saves one handling of the apples. The sec-



FIGURE 5—THE SECOND GROUP OF PICKERS

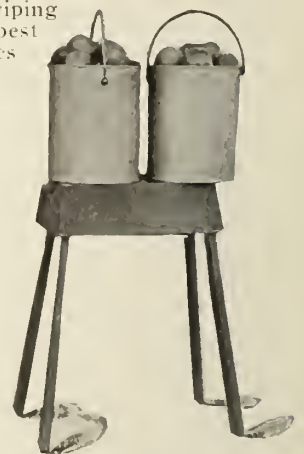


FIGURE 3—MASON TABLE AND PAIRS

shortly after they are picked, for if left very long they tend to sweat a trifle, and become gummy, making wiping a difficult and costly process. The apples should be stored until packed, and packed in some cool, well ventilated building. The natural moisture conditions in our climate in the fall are such that if the apples are stored where it is cool their keeping qualities do not deteriorate. Houses that can be well opened at night and closed in the daytime will furnish the best conditions as regards temperature. Never heap the fruit in immense piles or store in bins, as such methods invite sweating, and bruising in handling; but preferably use field boxes, having end cleats so that they can be piled one on top of the other and still allow plenty of ventilation.

Packing Tables—In some regions of the state packing is done from benches that are built up beneath the windows, but I believe, all things considered, that better packing can be done from tables, as they give the packer more fruit to choose from and allow him to do better grading. At Hood River tables are generally used. Figure 9 shows the common type used there. This table is made to accommodate two packers. To make such a table, take four standards about three feet high. The top, made of strong burlap about three by four feet, is allowed to hang rather loosely. Therefore, saw off the tops of the legs on a

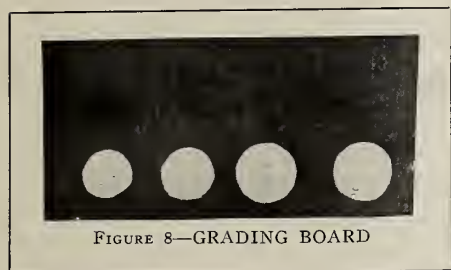


FIGURE 8—GRADING BOARD

bevel, so as not to have the sharp corners push into the burlap, making points that will bruise or cut the fruit. Old hose pipe is generally nailed around the top of the table to protect the fruit. Besides the braces shown in the picture it is also well to wire the legs and braces together firmly, as there is a heavy load to support.

The height of table suggested is only relative, the point being so to construct it as to allow a packer to work with the greatest comfort, avoiding back-bending in all cases. Three feet is generally found to be about right. The surface area of the table should not be greater than three by four feet, as anything larger would not allow two packers to reach all points of it without unnecessary stretching.

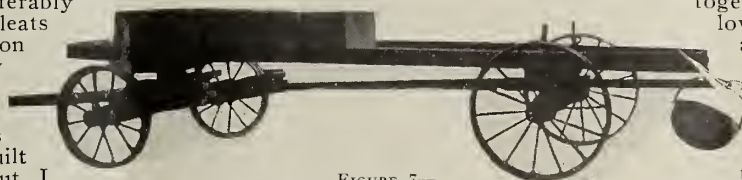
In using this table care should be taken to clear off all fruit at least eight or ten times a day; otherwise much fruit will receive hard handling by being continually "pawed over."

Figure 10 shows a table that was used by the Davidson Packing Company this year and which has the advantage that each packer has the privilege of changing hands, packing from either left or right. This table is about forty inches square, but it would be better to have the sides on which the packers work a little wider, say forty-four or forty-eight inches, especially where there are rests for two boxes on each side. Figure 11

shows a table for four packers, owned by Mr. A. I. Mason, of Hood River. The horse drawn out on the side is to hold the apples for the wiper or grader, but by using the grading board one can dispense with this part of the table.

Nailing Press—One of the most important tools is the nailing press. It is hard to imagine why some packers will still cling to the old one-armed press, when, for the expense of about six dollars, they could make a press that would do twice the work and do it better.

Figure 12 shows a press in very general use in Hood River. When the box

FIGURE 7—
ORCHARD WAGON USED BY E. H. SHEPARD

is put into position, the first pressure on the lever throws the arms forward, adjusting the cover and holding the cleats in position to nail. Further pressure brings the cover down tight, where it can be easily nailed. The leverage is brought about by a rope pulley which extends from the lever vertically and then divides, one-half going to each arm. Any one handy with tools can easily construct such a press for about six dollars, and with care it will last for several seasons. The pulleys will tend to wear out and the springs that release the arms will weaken; but these can be renewed from time to time. This press could be improved if some shelves were constructed on the back similar to or a little larger than those in Figure 13, which would make room for cover strips, cleats and nails.

Figure 13 shows a press made by Mr. Mason, of Hood River. It is more durable than that shown in Figure 12, but costs about ten dollars. Instead of the rope pulleys this press has solid iron rods connecting each arm with the lower cross-piece, to which the lever is fastened. The same bolt also brings the upper cross-piece in connection with the lever. When pressure is exerted on the lever the arms are thrown toward the box, placing the strips true and holding the cleats in place. Further pressure brings the cover down tight. The advantage of this press is its durability. In both the presses the joints of the parts which clasp the box should be crazy, as rigid joints would not work as well.

These presses are simply shown to give ideas and not to act as models. With a little ingenuity one can easily construct a press which will do good work. Be sure it is so constructed that the covers are adjusted and the cleats held in place by one operation.

Packing Boxes—Before the packing season commences one should see to it that he has a goodly amount of supplies on hand. The first thing to procure is the boxes. The cleaner the lumber the better. Spruce makes the best boxes. These can be bought all ready to nail up, and a man can easily make his own box machine by which a boy can turn out several hundred boxes a day. A good supply of nails is needed, of which the barbed, or else cement coated, are the best. It will take at least three of these, and better, four, for each end.

A good supply of cleats should be secured, as both bottom and top should be cleated to prevent splitting. The cleats themselves often give a good deal of trouble from splitting, and most packers soak them in hot water for several hours in order to avoid this. The cost of boxes, of course, will vary according to conditions. Prevailing market prices, number ordered, and a cornered market, will all play their part. This year the prices vary from about seven cents to fourteen cents. Do not think that cheaper boxes are the best; in fact, they are the most expensive, as the material may be so poor as not to hold together well, and may be of such low grade as to cheapen the appearance of the package.

Unfortunately, we have not uniformity in sizes of boxes. But the Northwest Fruit Growers' Association, by their recommendations, were able to limit the number of sizes to two. Most of our fruit is packed in what is known as the standard box, which measures in inches $10\frac{1}{2} \times 11\frac{1}{2} \times 18$; but to accommodate certain apples it is sometimes found that a special box is needed which is longer and a trifle narrower, being $10 \times 11 \times 20$. Remember that these are all inside measurements. It sometimes happens that boxes are made with these dimensions as outside measurements, and it may not be an indication that the grower intends to swindle; but it looks bad. Again, you should always measure your box material before accepting it, to be sure that no mistake is made. While these boxes are the ones used, there is no law that says that we must use either one or the other; but we certainly need some legislation which will standardize our boxes. At present various sections of the United States are using boxes of varying capacity. Experience has shown that as regards thickness of material the $\frac{3}{4}$ inch is the best for ends, $\frac{3}{8}$ for sides, and $\frac{1}{4}$ for top and bottom. These measurements are the best to avoid splitting, bruising of fruit, and to allow for proper elasticity.

Packing Paper, Etc.—A full supply of paper should be ordered. This will include box paper, layer paper and wrap-



FIGURE 6—THE THIRD GROUP OF PICKERS

ping paper, as described in other parts of this bulletin. Stencils and ink pads are also needed; and begin this season by putting in a good supply of lithographs. They are cheap and will pay good interest.

STYLES OF PACKS

In speaking of styles of packs we refer only to those boxes where each individual apple is laid in place and where an honest attempt is made to have all the apples in the box as nearly the same size as possible. The packers themselves have a great many terms relative to the various packs, but the trade in general understands the packs only when designated as straight or diagonal. Formerly the offset was used considerably, but is rapidly going out of favor. More people prefer to designate the packs as three, three and one-half, four, four and one-half, or five-tier, whichever they may be. It would be still clearer and more satisfactory to all parties if the number of apples were stamped on the box.

Straight—In the straight pack the rows run straight across the box, parallel to the edges. This pack includes all the three, four and five-tier apples. The straight pack is very neat in appearance, but it is rather severe on the fruit, as each apple tends to be pressed firmly against surrounding apples rather than into the spaces. We find the apples in the straight pack, as well as in the others, placed in various ways. Some pack the apple on its side; others pack with the stems up, while some have the calyx up. The best packs should always have the bottom and top layers with stems toward the outside. In this way the apples do not tend to bruise as badly, and if they do bruise are not so badly disfigured for the fruit stands, where they are generally arranged with the calyx end up. The three-tier pack consists, as the name suggests, of three rows across the box and also three deep, making, in the standard box, forty-five apples (Figure 17), while if used with the special box it should contain fifty-four apples (Figure 15). The four-tier consists of four rows across the top and four rows deep, including the ninety-six (six tiers long), and the 128 (eight tiers long), (Figure 18), which are generally packed in a special box. The 112 (seven tiers long), (Figure 15), is also used. The five-tier consists of five rows across the box and five deep. About the only pack used is the 200 (eight tiers long), (Figure 16).

Some growers pack smaller apples, but it is not an economical proposition, as the smaller fruit does not pay for the cost of the fancy pack.

Diagonal—The diagonal pack, or diamond pack, as it is often called, is so termed because the rows run diagonally with the edge of the box (Figure 19). Its chief advantage is that it accommodates sizes that do not adapt themselves readily to the straight pack, although in some cases we find that the diagonal contains the same number of apples as certain straight packs. For instance, we have in the latter the four-tier, 96 and

apples tend to find the spaces, whereas in the straight packs each apple is always brought up firmly against its neighbors. In the three and one-half we find that more than three full rows and yet not four full rows are necessary to fill the box. One can readily see, therefore, that a good many apples would naturally come in this class. We find more different packs being used with the three and one-half than with any other. In the standard boxes we have the 64 (Figure 20), 72 (Figure 15), 80 (Figure 22), 88 (Figure 17), and 112; while 96, 104 (Figure 18), and 120 are generally packed



FIGURE 10—PACKING TABLE USED BY DAVIDSON FRUIT CO.

112. These same numbers also occur in the diagonal. The diagonal pack contains the half-tiers, such as three and one-half and four and one-half (Figure 16). The two and one-half (Figure 21) is not a commercial pack, being simply used to accommodate extra large apples on certain occasions. One of the advantages of the diagonal pack is that it allows the apples to adjust themselves more readily to the space in the box, for when the pressure is brought to bear the

special. In the four and one-half (Figure 16) we find that more than four full rows, but not five, are necessary to fill a box. This includes the 150, 165 and 175.

Offset—The offset (Figure 23) should be discouraged, as too much empty space is left in the box. Large spaces occur in the side, while in the diagonal there are only small spaces at the ends. Thus, in using the offset, one sacrifices from four to twelve apples to the box. With fancy apples this means much to the retailer. The tendency is, and should be, to get as many apples as possible into the box; in other words, make the best use of the space. The time may come when we will have standard weights for each variety, which will denote the packing. The packs described are all that are needed; in fact, more than the average man uses or should use. We should strive to do our packing with as few packs, as possible, as a large number is confusing.

DETAILS OF PACKING

No matter how good a product may be, unless it is packed in such a way as to reach the market in good condition, and at the same time be attractive, it will not bring the highest prices. But a good product, handled in an attractive package, is sure to be the first in demand and to command a good price even when the market is glutted. A certain grower in our state, by spending a few cents on each box of fine pears, realized seven dollars a box. It is almost a crime to handle some of the choice fruit in the way it is being handled. Of course, a certain percentage of the fruit is too small, too imperfect, to warrant the extra outlay. Nevertheless, an attractive package will often sell fruit that is not of the highest quality. That is, second grade fruit, if well packed, will often bring a profit where there might otherwise be a loss; but what we should strive to do is to pack quality fruit in quality packages. In the very beginning it must



FIGURE 9—TABLE IN GENERAL USE AT HOOD RIVER

be clearly understood that to receive the best returns one must not only understand the details of packing, which, after all, are matters of experience, but he must be strictly honest and scrupulously clean. These factors, coupled with correct methods, will surely bring success.

First, be sure the box is clean, and you will have no difficulty in always having clean boxes if you will purchase clean, white material and never allow boxes to be used for any other purpose. The box is generally placed on an incline toward the packer, as shown in Figure 10. He is then ready for the lining

They are brought together very rapidly and a single twist wraps the apple. On the bottom and top layers the smooth side of the paper should be on the outside. Wrapping paper tends to make a firmer package, guards against bruising, tends to keep the apples better, and certainly gives the package a superior air.

As to just how each pack is put up, the photographs bring that out. The straight packs need no explanation. The diagonal pack is generally started by putting the two or three apples in the lower left hand corner in first and then building up the lower layer on these.

smaller ones at the ends and the larger in the center. Again, if on the bottom layer the end rows are placed on the side and the center rows on end, it will tend to elevate the center. But with a little practice one should learn how to pack each box to the best advantage. These details one must thoroughly master for himself.

HANDLING THE PACKERS

The best system of handling packers seems to be that in vogue with some of our associations, where the grower himself is not allowed to pack his own fruit.

However, with our independent growers this is out of the question. Yet these men could often improve their pack if they would allow only the best packers to do this work, and try to retain the same men from year to year so far as possible. Whether packing is done by associations or by private individuals, the principles are the same. A very common system is to pay by the day. The reason for the popularity of this method is that under it, so it is claimed, the packers take more pains. Such need not be the case. In fact, it is often quite otherwise. The packers lose interest in their work to quite a large degree and loiter whenever opportunity offers, when packing comparatively few boxes per day. If hired by the day, they should be divided into small groups and closely watched. In fact, better work is generally done where only a few packers are at work than where there is a large force, as it is impossible for one foreman to handle a large force. The second system is packing by the box, of which method there are several modifications. In some places each packer packs by the box, and the foreman is allowed to pack a certain number of boxes per day and for the rest of his time is allowed a stated salary. Another modification of this method is not to allow the foreman to pack at all, and I believe this is the best way to secure a fancy pack. Everlasting vigilance must be the watchword; for it is true that where packing is done by the box there is a tendency at times in the great haste to be a little careless; but I believe that with close supervision better packing and more of it can be done in a day than under any other system. One should always see to it that there is plenty of help at hand to assist the packers, in bringing fruit and boxes, and removing boxes as fast as packed. The prices paid for packing vary, but as a rule five cents a box is



FIGURE 11—PACKING TABLE FOR FOUR PACKERS USED BY A. I. MASON

paper. This paper is generally made slightly shorter than the box and about twenty-six inches wide; thus two sheets are needed and this will allow for generous overlapping on both top and bottom, and also allow a plait to be made on the bottom corners. This can be easily done by catching the paper on the ends, thus making a fold, and then draw it quickly over the knee, creasing it. This crease is generally made about six inches from the end. These plaits will fit into the corner and when the box is filled and bulged the paper will not tear. All boxes of high grade fruit should contain this paper as it insures keeping dirt and odors away from the fruit. Layer paper should also be used between the layers, especially for all fruit that is to be shipped a considerable distance. This paper acts as a pad, tends to lessen the danger of bruising and skin slipping, soaks up moisture that may gather from sweating or bruising; and, moreover, aids to convey to the buyer the thought that he has a superior article. Both layer and lining paper should be constantly kept within easy reach of the packer and always in the same place to avoid confusion. Wrapping paper should be used for all the better grades of fruit. The 8 x 10 will answer most purposes. This paper often contains the name or trademark of the grower. It is not necessary to wrap all the apples with costly paper, but it is a good plan to have the outside layers so wrapped, and if the paper is neat it certainly adds much to the attractiveness of the package. This paper can very nicely be placed in little hoods that are made to clasp over the edge of the box (Figure 9). Some packers use a stall on the first finger and thumb to aid in picking up the paper. Practically no time is lost in using the paper, as an experienced packer picks up the apples with one hand while he reaches for the paper with the other,

Each succeeding layer is made the same way. Experience alone will teach you how to pack so as to have the proper bulge in the center. Formerly our packers made this bulge altogether too great. It should be such that when the box is nailed you have a bulge not greater than three-fourths of an inch. The danger is that beginners will have the pack too flat, or else, in trying to obtain the proper bulge, will injure the apples or have the ends so high as to need extra cleating. If there is any difference at all in the size of the apples, place the

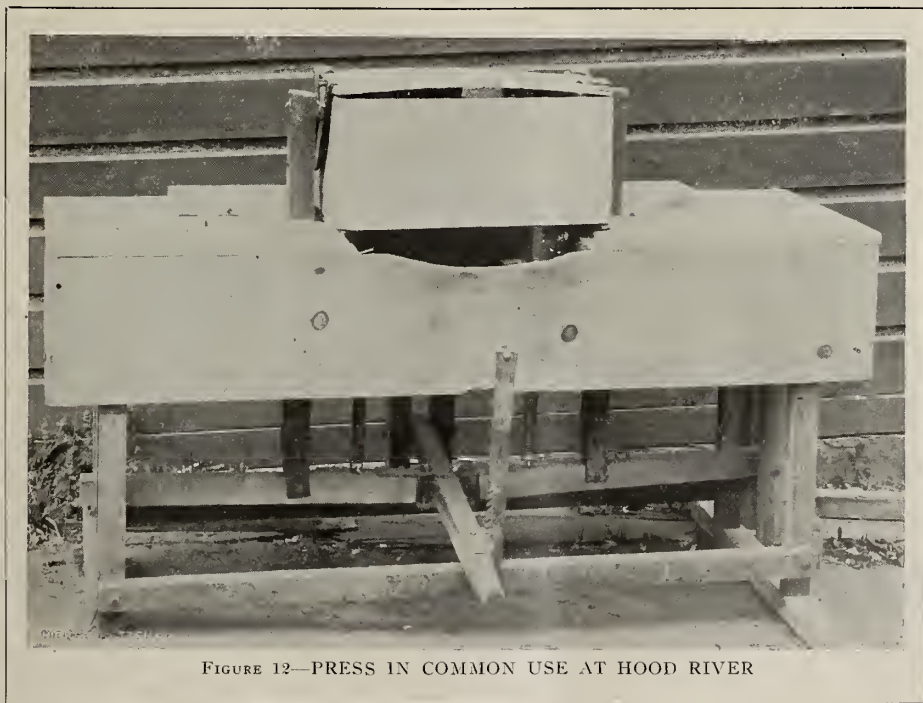


FIGURE 12—PRESS IN COMMON USE AT HOOD RIVER

paid for all from three-tier to four and one-half tier, and six cents for five-tier.

The apples should by all means be very closely culled and graded. It is impossible to do good work unless this practice is strictly adhered to. Again, you cannot afford to do otherwise; it is expensive to pay for packing poor apples and their presence will lower the price of the package. Only quality fruit can bring high prices.

For associations just forming, which may desire to establish a system for handling packers, I know of no better regulations than those used by the Hood River Apple Growers' Association, and which are given in the appendix to this bulletin.

MARKING OF PACKAGE

We find that there is no general uniformity in marking our fruit packages. It would be a work worth accomplishing if all of the growers of the Northwest could come to some common understanding on this subject. Some growers stamp on the box the number of apples it contains, while others only stamp the number of tiers. Various letters are used denoting grades. More recently some growers are using lithographs to paste on the outside of the box. This past season the Hood River growers stamped on one end of the box at the center of the top the number of apples; under this was placed the name of the variety; in the upper right hand corner as you face the box is stamped the number of the grower; in the lower left hand corner the number of the packer. If the fruit in the box is not colored up to the standard, an L is stamped under the name of the variety. On the other end of the box is pasted a lithograph, instead of the former ink stamping that was used. The lithograph has much to commend it. It is attractive and will in a way insure against that box being used again, unless new lithographs are used, as in transit the lithograph will be more or less defaced. It was suggested by one grower that these lithographs be made a little larger, so as to paste over onto the top and bottom; thus, in opening the box they would become defaced in much the same way as a cigar box label. These lithographs should be selected with a good deal of care. Choose a design that is neat in composition and attractive in coloring. Bright, gaudy colors tend to cheapen the appearance of a package. A rather subdued, more natural effect adds much to its

attractiveness. Figure 14 shows four of these lithographs that have been used by the apple growers at Hood River.

STORAGE

Thus far the greater bulk of our fruit has been shipped out early in the fall, and few growers attempt to store for any length of time. However, we have some growers who do, and there will be a tendency as the production greatly increases to store at times, holding the fruit until the best prices prevail.

Three Types of Storehouses.—There are several different kinds of storehouses. The best ones are those cooled by mechanical refrigeration. Ice storage stands next; and third, those houses cooled by ventilation. In most parts of the Northwest the two former could not be considered, and only the very largest handlers and associations could really afford such a plant. In our climate with its cool nights we can procure very good results from cooling by ventilation. We can open the houses at night, closing them in the heat of the day.

Temperature.—In building a storage house we must always keep in mind good ventilation, as otherwise much of the fruit will become musty. We should be able to modify the temperature. When it is warm outside, the temperature in the house will rise a few degrees; when very cold, it will naturally drop a little. We must so construct the house as to prevent the interior from ever becoming heated, and also from a freezing temperature. Different varieties of apples require different temperatures; but as the average grower has but few varieties his problem in this respect is rather simple. The best temperature, all things considered, lies between 32 and 40 degrees.

Moisture.—Another factor worth taking into account is that of moisture. The houses should be so constructed that this can be controlled to a certain extent. If the houses become too dry there will be much trouble from shriveling of the fruit; if too moist, decays will spread rapidly. In constructing these houses it is better to have several walls with dead air spaces between, or make a double wall with a space of from nine inches to a foot, which will be filled with

sawdust. Intakes for cool air should be arranged on the floor or at the bottom of the sides, and ventilators constructed in the top. By opening such a house at night and closing it daytimes, until the house becomes thoroughly chilled, fruit can be kept very nicely. In very severe weather the intakes for cold air can be closed.

How to Store Fruit.—It pays to put only the best fruit in storage. Low grade fruit that is diseased or contains worm-holes, bad bruises, skin cuts, or other injuries, should never be stored, as the germs of the storage rots will attack these exposed parts, causing a rapid decay which will at times spread through the whole house. Never put into the storage house

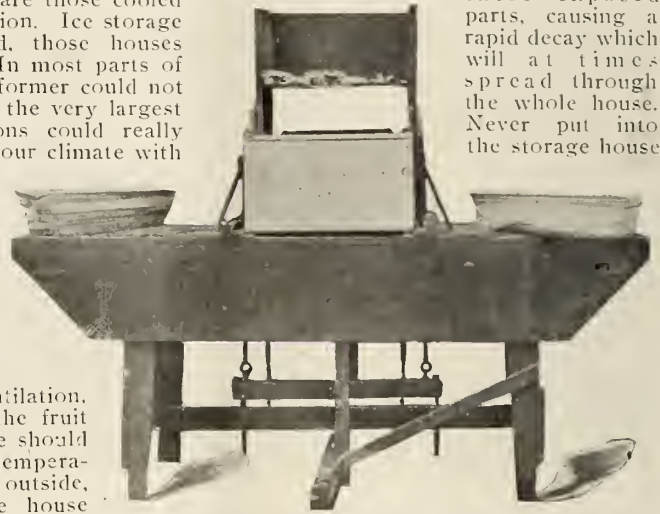


FIGURE 13—THE PRESS USED BY A. I. MASON

fruit that is heated. Allow it to cool gradually before being placed in storage. Never store in deep bins. Use shallow bins, or, better, boxes. Where fruit has been handled properly it can be boxed and placed in storage in that condition; or, store in orchard boxes, and pack just before shipping. After the fruit has been thoroughly graded and placed in storage, leave it alone. Handling does not seem to improve its keeping qualities.

LOADING A CAR

The way in which a car is loaded will depend largely upon the kind of fruit, the season, and the distance to ship. The number of boxes will vary also with above named conditions. Where the standard sized boxes are used this will vary from five hundred to eight hundred, half sized boxes allowing twice as many. With such fruit as pears, fresh prunes, cherries and peaches, ventilation spaces are left between the layers of boxes, and the top and center of the car is not filled, as in these parts the temperature ranges higher. Summer and early fall apples must be handled carefully when sent a considerable distance. All boxes must be laid on their sides and never on the top or bottom. Where refrigerator cars are used and icing is necessary, the car should be loaded as quickly as possible to prevent it from becoming heated and thus save the ice bill. Again, heated fruit should never be placed in an iced car. It will cause the fruit to sweat, and will also heat the air in the car.

Gradually chill the fruit before loading. Figure 26 shows how the boxes are placed in the car. Cleats are nailed on the floor of the car so as to hold each row of boxes in place. Formerly every layer of boxes was firmly cleated, but this year the results have been found good where the bottom layer has been firmly cleated and then every third layer



FIGURE 15 THREE-TIER (54), FOUR-TIER (112), THREE AND ONE-HALF-TIER (72) APPLES PACKED ON THEIR SIDES

so treated. The fruit should be loaded so as to prevent shifting. Figure 27 shows how the two halves of the car are firmly braced. If the cars are to cross the mountains during severe weather, they should be lined with paper to prevent freezing of the fruit.

HOW TO SELL THE PRODUCT

Directly to Retailers—Even when we have packed our first-class product in the best way possible, we have still the problem of disposing of the same, although it may practically sell itself. Nevertheless, judgment and careful deal-

channels it is sent. Indeed, the commission business is so conducted that the chance to swindle is very easy. Fake accounts can be easily returned. The grower must rely entirely on the honesty of the commission man. Only in those cases where the fruit is bought outright for cash is he sure. It is no wonder, then, that much swindling is done, and as a result the whole family of commission men must bear the stigma. It is largely their own fault. They tend to conduct their business on the plan that if there is any profit it is theirs, and if any loss, it goes to the grower.

They should change their methods if they desire confidence. This a large percentage are not in favor of doing and, in fact, will not do just so long as they have a large business under present methods. Before patronizing a commission man, be sure of his integrity; then try to follow his suggestions, and do not desert him if he does not bring you the highest price the first season.

Through An Organization—A third way of disposing of the fruit is through an organization, known as a union or association. I prefer the latter name, as the former is distasteful to many buyers and suggests certain characteristics which a fruit growers' union should not have. There is nothing arbitrary about an association. It is simply an

organization formed so that the grower can realize a fair profit; whereas, at the present time the crop is handled by so many middlemen, each, of course, demanding a profit, that little, in proportion, is left to the grower. The outcome of successful associations all over this Northwest will be a better profit to the grower without pushing the market beyond the reach of the common people. With more active associations fruit will retail cheaper, and profits go to growers.

FORMING AN ASSOCIATION

Advantages Of—I will outline briefly some of the advantages of an association. In fruit growing there are four

things to be kept in mind: First, we must grow a first-class product. This means up-to-date methods. Second, we must pack our product with skill and great care, keeping constantly in mind quality, cleanliness and honesty. Third, having grown and packed this splendid product, we must feel that we ourselves have something good. And fourth, knowing ourselves that we have something good, we must let other people know it—in other words, advertise. All these things the association fosters and in all of these does such an association as the Hood River Apple Growers' Union excel.

The association demands that fruit receive the best of care. To produce the quality of fruit required, one must carefully thin and prune and spray, and keep the trees in good vigor by thorough cultivation. In the special instructions to growers given in the appendix you will note the quality of the fruit required; and right at this point the association can be of great service to the grower because they can buy spraying materials, tools, etc., in carload lots, thus making a great saving for the grower. The best grading and packing done in the state is through an association. This is borne out by the fact that the fruit from Hood River this year was received without inspection in the New York and Liverpool markets. You cannot grade and pack your own fruit as nicely as some one else can do it for you. Our own eyes are often too small to detect blemishes that the unbiased eye can easily discover. It is only by very close inspection of every individual specimen that the fancy pack can be realized. If there are any men who know a good thing when they have it, they are the members of our associations. This knowledge has taught them the fourth requisite—that is, advertising. In all lines of business today it is realized that advertising certainly pays. There has been no exception to the rule in fruit growing. The people who are realizing the largest returns are the people who advertise. The finest investment an association can make is to donate a few boxes of apples where they can make an impression. Thus, when the letter carriers had their convention in Portland, a certain organization donated several boxes of apples, each box costing the association about \$11. Each apple was wrapped in a silk wrapper with appropriate lettering. Other



FIGURE 14—ATTRACTIVE LITHOGRAPHS FOR BOXES

ing must be resorted to if we are to realize the highest returns. Some men enjoy soliciting the trade. To others this is distasteful. We have several paths to choose from. At times, by coming in touch with the retailers, we can find a good market and often realize the highest returns. One very successful cherry grower in our state realized wonderful results by means of letters to retail fruit dealers, choosing only one in a place and putting nothing but first-class material on the market.

Through Commission Men—The most common way is to dispose of the fruit to the commission man, with varied results. So much swindling has been done by this class of men that they have come into general disfavor, and often unjustly. Commission men are human. Some are honest; others are not. Many times the growers are at fault. They think they have handled the product nicely, when nevertheless that same product arrives in the market in a fearful condition, and the low price is always blamed on the commission man. This summer I had occasion to wait at a depot several hours for a train. A number of large consignments of peaches were brought to be shipped three hundred miles by rail. In many cases I could run my hand in between the top of the peaches and the cover of the box and could in many of the boxes move the peaches. Imagine the condition of those peaches on a warm day in a city market. A great deal of thanks must be given to commission men, for the fruit industry in many localities owes its growth to their efforts, and it will be a long time before we can dispense with them entirely, if indeed we ever can, as the large commission men are very likely to obtain the fruit through whatever



FIGURE 16—FIVE-TIER (200), FOUR AND ONE-HALF-TIER (165), THREE AND ONE-HALF-TIER (96) WELL PACKED, BUT SHOULD HAVE STEM END EXPOSED TO THE COVER

conventions have been handsomely remembered. These apples have graced the tables of the finest banquets of the country. Our men of wealth, our lawmakers, our foreign ambassadors, all sing the praises of this Oregon organization, and advertising has accomplished this. Another splendid way to advertise is to hold fairs, as we do, and have other public exhibitions. Place fruit in city show windows, and in many other ways get it before the public eye. There is one kind of advertising that most of the Oregon growers can improve upon, and that is the kind of banners they put on their cars. They should in many cases be more conspicuous, and carry at a flash the fact that it is Oregon fruit which they herald, naming the localities. These cars go all over the United States.

An association can afford in a very short time to hire a manager and have him give all his time and energy to placing the product on the market. Men can be hired to do this for a small commission. It will by all means pay the association to make this liberal enough to secure the services of a man of ability. The more the association makes the more he makes. He therefore has an incentive to bring about the best possible results, devoting all his time to the work. He can receive daily quotations and even change the destination of a car already en route, thus not allowing a consignment of fruit to reach a glutted market. The association, because it handles such a large quantity of fruit, can, if necessary, hire at destination a private inspector. Again, the problem of storing and shipping is handled more cheaply than can possibly be done by the independent grower. Better shipping facilities can often be secured from railroads because of the volume of business. While the individual large growers can, and do in many cases put a splendid product on the market, the keen competition of the growers of an association will generally produce a superior article. Our independent grower is too busy to attend to all the details of growing, and in packing he must hire and manage the work himself. He can build up a market for his fruit, but few can accomplish this with the ease and at the low cost of the association. The by-products will become more and more important each year, and the associations can afford to build canning and vinegar factories, and in some cases have already done so with splendid results. As time goes on they can make their own boxes. Problems of storage are often simplified, as, if necessary, the association can

afford to build well equipped storage plants. There are many other advantages too numerous to speak of. It is sometimes stated that the prices will fall and that associations will no longer pay. Take for granted that prices will fall from the present standard. This much is sure—that the best handled fruit will always bring the best prices and give the best profit.

Hood River Methods—The methods of the Hood River Apple Growers' Union are quite simple. When the driver delivers a load of fruit at the warehouse he is given a slip in the form of a receipt for the fruit. There is a duplicate of this retained at the office and it is entered on the debit side of the ledger. At the time the fruit is loaded into the car it is checked up and entered on the credit side. When the check is received each grower is credited his share less the charges of the union.

The Hood River organization now has a membership of over one hundred, and controls approximately ninety per cent of the fruit of the valley. In four years it has been able to raise the price from 85 cents to \$3.15 for the best grade of Spitzenbergs, and \$2.50 for the best Yellow Newtowns. The prices range somewhat as regards size and quality. As an experiment this past fall the association sent nine carloads of fall apples to England. These apples were selling here at approximately 85 cents a box. After all expenses were paid they netted the Hood River growers \$1.32 per box. Some associations expect to realize such returns at the very start, and if they cannot they become dissatisfied. It takes time to build up a strong organization and to gain a reputation, but remember that even at a dollar a box you can realize a fair profit.

Steps in Forming An Organization—You do not need to try to form a large organization the first season. Good results can be realized by a few growers

pooling together; then the next season branch out. Send some forceful member about to visit the growers and lay before them the advantages of an association, and call a general meeting. At this meeting choose a committee to draw up by-laws and constitution to be acted upon at some future meeting, when they will be adopted, and such officers as president, treasurer and secretary, managers, and board of directors will be chosen. Have each member sign the constitution. It will generally be well to incorporate. To do this, simply file the names of the directors



FIGURE 17—THREE-TIER (45), THREE AND ONE-HALF-TIER (88)

and a copy of the by-laws with the State Auditor, and pay a small fee. It is generally advisable to issue stock, say at \$5 or \$10 a share, requiring a fourth or half to be paid in. Oblige every member to take at least one share. It is at this point where some of our associations are weak. In their early struggles they will sell shares to anyone who cares to buy. This is a mistake. The growers should always control the organization. It would not be a bad plan when the final steps are to be taken in completing the organization to invite some of the members of a successful organization to attend and aid in the work. To do away with petty jealousies it is often much better to have an outsider come in and act as manager. As a general rule a business man has had the training that will make him more skillful than the average grower. It will pay to reward a capable man. Some organizations have had trouble in holding the buyers and also the growers to terms. Outsiders will come in who desire to injure the association so that in the future they can control the market. Make the buyers sign a legal contract and deposit a forfeit. In the fall after the crop is handled, plan for the next season and have a contract drawn up for the grower to sign. Do not put this off later than spring. Those who object to such a plan are not the men you desire. Rather have an organization of twenty sincere members than a hundred knockers and backsliders. In time you can build up a reputation so that the buyers will come to you and will do as they did at Hood River this year—camp out for weeks and at a given time hand in their sealed bids. There is only one danger in the sealed bids proposition, and that is that at some times the buyers might pool and divide the spoils. Have



FIGURE 18—THREE AND ONE-HALF-TIER (101 AND 120), FOUR-TIER (128)
ALL PACK IN THE "SPECIAL" BOX

a good supply of by-laws and regulations printed and issue these to every member. It is the duty of each and every member to become familiar with these by-laws and to aid the officers of the association in every way possible. If a manager must constantly remind the members of the by-laws he wastes much time and cannot give his best efforts to his duties.

It would be a good plan if all the associations of the state would have their officers meet once a year and discuss plans for improving methods, and thus build up the fruit industry of the state. This meeting could come at or about the time

boxes buyers will not receive. Therefore the union will decline to accept them.

5. **Packing Table**—Each grower should have tables for four packers. Be sure and get one.

6. **Paper**—See that you have plenty on hand for your crop. Carload for sale at union; price, cost laid down.

7. **Sorting**—Cull out all wormy scabby, scaly, bruised, misshapen or otherwise imperfect apples. Packers, in final sorting at prices agreed will not be required to cull out more than eight boxes in 100 without extra pay. Sort your apples into the stand-

of apples contained in the box. The grower or foreman will stamp on the end of the box, in the middle at the top, the number of apples contained in the box, and underneath the name of the variety. A complete set of stamps for this purpose will be carried by each foreman of a gang.

13. **Grower's Number**—Each grower will be required to put on his number with a rubber stamp in the upper right hand corner of the end. If you do not have a number, call at the office and one will be presented free. If you do not fully understand the stamping of the boxes, ask the foreman of packers, or the manager will explain.

14. All stamping must be on one end of the box.

15. Packers must pack apples so that they will not be above the top of the box on either end. Growers will be allowed to refuse to nail a box unless so packed. If absolutely unavoidable in very large apples, the grower will be sure to put on cleats under the lid at both ends.

16. **Piling and Loading**—Pile your boxes, after being packed, on the sides and load in the wagon the same way.

17. **Hauling**—Haul on springs and use a wagon cover to keep off dust and rain.

18. All boxes should have four nails on sides, tops and bottoms. A great many boxes came in last year bursted. We therefore request you to use 5 or 6-penny cement coated nails, which are the only proper nail to use.

19. **Finally**—We grow fancy fruit. Our reputation and prices this year and in the future depend on our pack. Do all you can to assist the board of directors in carrying out these plans. These requests are made by them for your interests.

INSTRUCTIONS TO PACKERS

1. A crew will consist of four packers, including foreman.

2. Each packer, before he is permitted to pack for the Apple Growers' Union, must have his name registered at the office of the union and receive a rubber stamp free. He shall be required to stamp each box at the lower left hand corner when packed with his official stamp.

3. Each packer shall be required to put up a first-class pack. If upon any inspection any packer be found guilty of putting up a poor pack, or putting in apples not suitable for the pack being made, he shall bear the expense of repacking such box or boxes for the first



FIGURE 20—THREE AND ONE-HALF-TIER (64) IN THIS CASE A POOR PACK—TOO MANY SPACES SHOWING



FIGURE 21—TWO AND ONE-HALF-TIER (36) THIS IS NOT A COMMERCIAL PACK. SUCH LARGE APPLES ARE UNSUITABLE FOR PACKING



FIGURE 22—THREE AND ONE-HALF-TIER (80)

of the meetings of the State Horticultural Society. There is plenty of room for all and a wonderful chance for development. Instead of hindering, we should always try to aid each other in every way possible. The associations should also take an interest in the Northwest Fruit Growers' Association, which meets once a year and which can do much valuable work in drawing up desirable regulations and laws. C. I. LEWIS.

RULES ISSUED TO GROWERS FOR PACKING APPLES

By E. H. Shepard.

1. Pick all apples as soon as they have attained their proper size, color and maturity, and save loss from dropping. In picking be careful not to pull off fruit spurs or stems. Your pickers, packers and wrappers must not bruise apples by dropping into the bucket or basket or in transferring from the field box. Be careful and do not allow pickers, packers or wrappers to break off stems of apples.

2. The union will notify you all by mail when a variety is to be packed and how. Upon receipt of such notice, pick, wipe and have all arrangements made for packers, as follows: Packing house, boxes, paper, packing table, nailing machine, nails, etc. Notify the union when you are advised a variety is sold when you will be ready for packers. Packers will be sent to growers in order of notification.

3. The packing house should be arranged to let in plenty of light, and keep out as much wind as possible. Provide sufficient lamp light for late in the afternoon, as it gets dark early.

4. **Boxes**—Have a sufficient number on hand. Keep them clean. Do not pack fancy fruit in dirty boxes. Dirty

and or special box, whatever they will most likely pack into to the best advantage. This will save a great deal of time. Growers in sorting are requested to put 4-tier and larger in boxes by themselves, and all 4½ and 5-tier in boxes together.

8. **Wiping**—See that all apples are properly wiped for the packers. In piling boxes after sorting, put cleats between so apples won't bruise.

9. **Apples on Packing Table**—Growers will be expected to see that the packing tables are kept properly filled for packers.

10. **Paper and Boxes Handy**—See that empty boxes and paper are conveniently arranged for the packers.

11. **Setting Off Boxes**—Each packer will be required to set off his own box, and put on the lower left hand corner of the end of the box with a rubber stamp his packer's number.

12. **Stenciling Box**—Each packer will write on the end of the box the number



FIGURE 19—THREE AND ONE-HALF-TIER (104 AND 96)

two offenses. Upon further neglect he shall be dropped from the list of the Apple Growers' Union packers.

4. Each packer, when a box is packed, shall write with pencil upon the end of the box, in the center near the top, the number of apples the box contains.

5. Each box of apples shall be packed with about a $\frac{3}{4}$ -inch to 1-inch swell in the middle of top and bottom combined, but no box must be packed so high that it will be necessary to cleat the box before nailing on the lid.

6. Each packer shall receive his pay from the grower in cash, or a written

per cent, or 8 boxes in 100. Such culls as the packer may throw out he will be required to handle with as much care as first-class fruit.

10. Each packer must be supplied with suitable and necessary room at the packing table, which must be properly made.

11. Each packer shall require the grower to supply him with empty boxes, and have the proper paper placed in a convenient place.

12. Each packer must set off his box when packed.

13. If the grower is not properly prepared for packers, the packers are at



FIGURE 23—OFFSET PACK

order on the Apple Growers' Union, which will be cashed by the manager on presentation.

7. The charges fixed by the union and agreed to by the packers for packing will be 5 cents per box for all boxes containing 128 apples or less, and 6 cents per box for all boxes packing $4\frac{1}{2}$ tier. All 5-tier apples will be packed at 7 cents.

liberty to move on, or may charge the grower at the rate of 20 cents an hour for extra time spent in culling and wiping properly. It shall be the duty of each packer to notify the grower of such conditions, when existing, in advance, and should the grower make a protest, the packer will be at liberty to move on and report the matter to the manager.

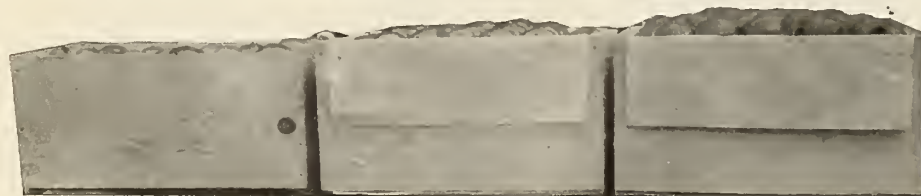


FIGURE 24—THREE BOXES—TOO FLAT, JUST RIGHT, TOO HIGH

This price shall cover any and all packs ordered by the manager.

8. Each packer will be furnished meals by the grower where he is packing, without charge, but must make necessary arrangements for his bedding.

9. Packers are required only to pack fruit properly wiped and assorted from culls fairly well by the grower before being placed on the packing table, but the packer will be required to make the final culling, which shall not exceed 8

who will endeavor to conscientiously adjust the matter satisfactorily.

14. Packers must be sure to have the exact number of apples in the box as numbered. Foremen are cautioned to watch this. Avoid criticism by following this instruction. We are on the lookout for this sleight-of-hand trick.

15. Please assist the packer. He is also a grower and your friend; and remember he is following instructions given by the Board of Directors, who



FIGURE 25—SAME THREE BOXES, FIGURE 24

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SPECIAL INSTRUCTIONS TO APPLE PACKERS

Only two stings on one apple will be accepted on all first grade apples. Any worm sting must not be larger than 3-16 of an inch in diameter, measured from outside of green ring around said sting. No sting may show an open hole. Four and one-half and five-tier apples should not show over one sting, unless said stings are very small. Limb and leaf rubbed or other like defects will be accepted where said defect does not break the skin of the apple, providing said defect is not larger than a 10-cent piece, if said defect is circular; if it is oblong in shape it must not be more than $\frac{3}{8}$ of an inch wide and $\frac{3}{4}$ of an inch long. This shall apply also to defects caused by cut worms while small, providing any defect does not materially affect the shape of the apple. Stemless apples will be accepted when the flesh of the apple surrounding said stem is not broken. All apples must be clean, fully matured, of good color, free from any insect pests, fungus, rust, decay or injury except as herein specified. Deformed apples will not be accepted. Packers are cautioned to look out for windfalls and bruised apples. Green apples that will never mature will not be accepted. All apples must be wrapped, boxes lined, layer paper between layers, on top and bottom. Spitzenbergs, Newtowns, Ortleys Aiken Reds and Red Cheek Pippins must be wrapped with top and bottom layers in printed wrappers, middle layers plain paper. All other varieties must be put up the same way unless otherwise ordered. Spitzenbergs sold as red must have 70 per cent or more red color. Spitzenbergs and Newtowns that pack five-tier must be packed in Oregon boxes. This does not apply to other varieties. These instructions will be followed on all our packs, except the clause pertaining to color, on which special instructions will be given for the different varieties.

Four-tier apples shall include nothing smaller than 128 size; 144 size is special; $4\frac{1}{2}$ -tier includes 150 to 175 size; 5-tier includes 185 to 200 size.

Do not pack in dirty boxes. Every one should keep his hands clean, so as not to soil the paper or dirty the boxes in handling.

JUST across the river from American Falls, and within a mile of town, Willard Spaulding, of Salt Lake, is preparing to set out a 160-acre commercial orchard, says the American Falls Press. Hardy winter apples of a half dozen or less of the better varieties will constitute the better part of the orchard.

Five thousand trees have already been contracted for, leaving 10,000 to be secured. O. F. Smith, the Blackfoot nurseryman, will furnish the first 5,000 trees. The apple orchard will include 150 acres, 100 trees to the acre, leaving ten acres for small fruits, garden spot and buildings.

Almost the whole world knows of Hood River as a place that produces the best fruits, and all of Hood River Valley should know, and could know, that there is one place in Hood River, under the firm name of R. B. Bragg &

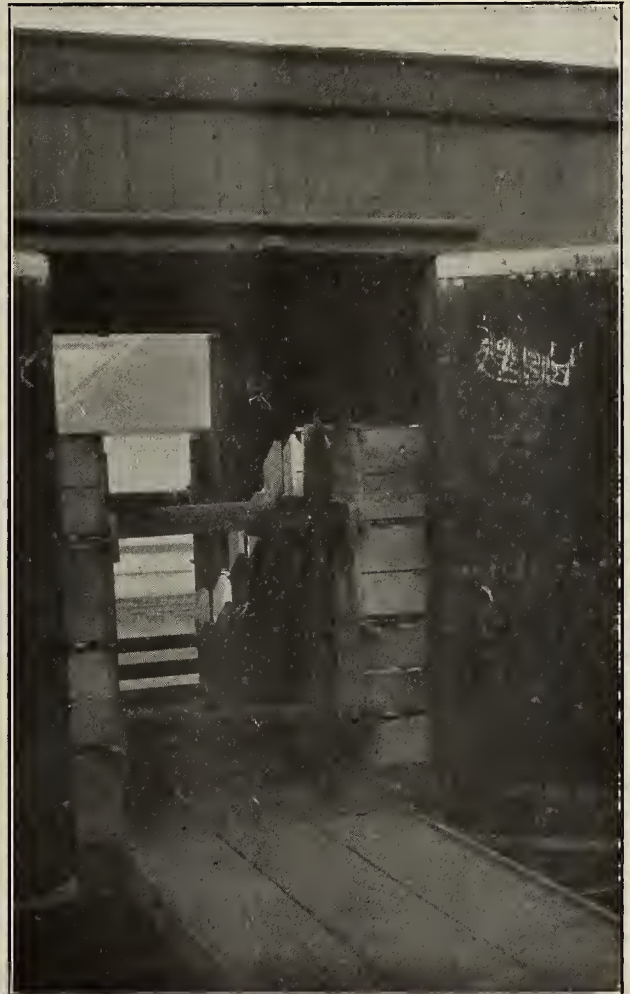


FIGURE 27—HOW TO BRACE A CAR TO SEND ACROSS THE CONTINENT

Co., that the people can depend on getting the most reliable dry goods, clothing, shoes and groceries at the most reasonable prices that are possible; try it.

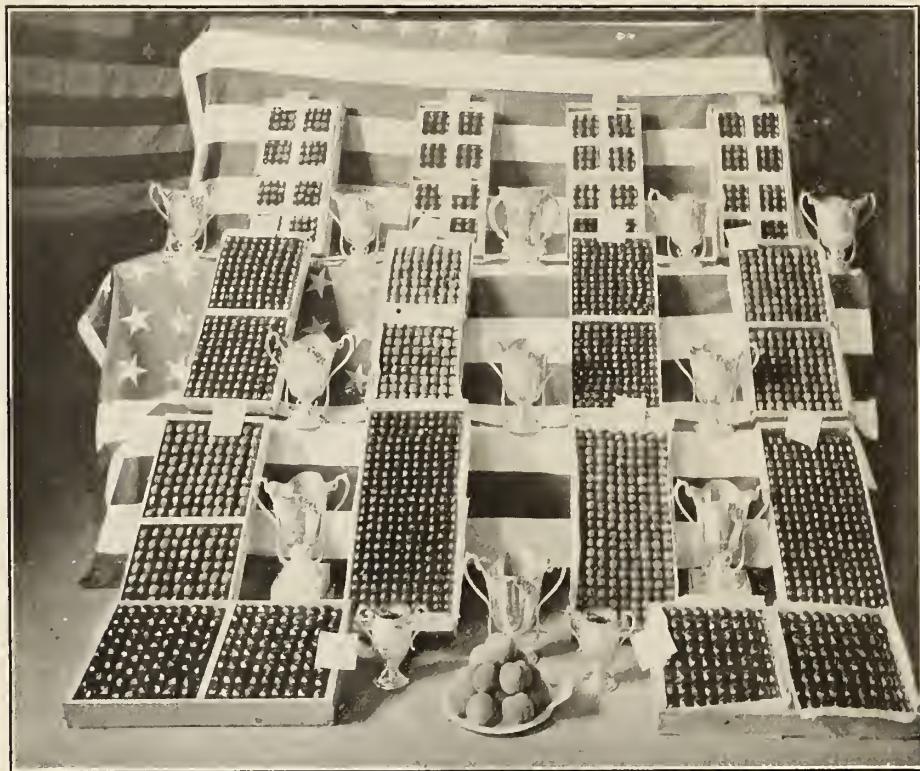
GROWTH OF WALNUT INDUSTRY IN OREGON

THE English walnut seems destined to play a prominent part in Oregon horticulture. It is gaining favor rapidly, as is shown by the orchards that are already yielding and others that are being set out. Returns from walnut trees in the Willamette Valley, which seems better adapted to the growing of nuts than other parts of the state, show that it is highly profitable and that the Oregon product is the equal if not the superior of that grown in California. H. M. Williamson, secretary of the Oregon State Board of Horticulture, who is an acknowledged

authority on this subject, says in regard to the walnut that "grafted trees are the best producers. These trees, planted at two years old, begin bearing in five or six years, and steadily increase until they reach their full growth at about twenty years. The trees should not be planted closer than sixty-six feet. A walnut orchard can be filled in with filberts, so that every fourth tree is a walnut tree. As the walnut trees spread the filbert trees may be cut out, until ultimately all the filberts are removed. The filbert bears quicker and reaches maturity at eight or ten years, and furnishes a

merce exhibit. There are four varieties, nearly matured. The nuts are large and perfectly formed, and are shown as convincing evidence that Oregon will produce profitable crops of the finest walnuts.

The best walnut scions are expensive, costing two dollars apiece, and are scarce at that price. The reason is that the grafts should be taken from the old wood, and owners of trees are slow to permit the cutting back of their trees. Some Oregon orchardists are starting English walnut scions in black walnut trees, and planting seedling walnuts.



PRIZE CHERRIES AND CUPS GIVEN PRIZE-WINNERS AT THE SALEM CHERRY FAIR

This fruit will be a revelation to many of our Eastern readers, as some of it was so large that eight cherries filled the box one way and nine the other. Pacific Northwest cherries are unequalled in the world

profitable crop while the walnuts are growing. If desired, potatoes or some vegetable may be grown in the walnut orchard during the development period."

A writer in the Oregon Journal says that several specimens of English walnuts produced on the farm of J. A. Wied at Jefferson, Oregon, have been placed on exhibition in the Chamber of Com-

When the seedlings have reached a proper size they will be top grafted with the scions from the black walnuts, thereby producing the English walnut at lower cost. English walnut orchards require cultivation and constant care, although not so much as apples or other fruit. The walnut does not require spraying, except in treatment for blight.

ORCHARD INCREASE IN THE OKANOGAN VALLEY

IN watching the rapid development of the better known and great fruit raising districts of the Northwest many of the smaller ones are not given the importance they deserve, in reckoning its future output. One of these sections is in Okanogan County, Washington. In an interview J. N. Piercy, inspector for that district, tells some interesting things about it, and among them says:

"Judging by the number of trees planted last spring and from information furnished by orchardists all over the county, I estimate that there will be more than 100,000 trees planted next spring. In great part the trees to be set out will consist of winter apples, but some peach trees are being planted

along the Columbia River, chiefly as fillers, though some orchards will consist entirely of peaches. Others are going in for cherries.

"There are six nurseries in the county with a total of 314,200 trees, which will be ready for the spring planting. There is a total of 180,201 trees in the Methow, Columbia and Okanogan Valleys, and, of course, some small orchards and single trees have been missed. On the whole the present conditions are very satisfactory and the outlook most promising. The lack of cultivation and care in some small orchards is the most unsatisfactory feature of the situation. This will no doubt be remedied when it is learned that weeds, a foul and uncultivated orchard do not go hand in hand with successful fruit growing."

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GROWING THE OREGON CHERRY SUCCESSFULLY

BY J. R. SHEPARD, SALEM, OREGON

I AM pleased to comply with the request of "Better Fruit" to give its readers my experiences in growing cherries in the Willamette Valley, for the reason that I have made mistakes others may profit by avoiding. Whoever can do so should add to the general knowledge on this subject, for this valley is to be the cherry orchard of the United States. Soil, climate and area all combine to make this claim possible. If all the cherries that were ever originated outside of the Willamette Valley were lost to horticulture, we would yet have the Bing, Lambert, Hoskins, Waterhouse, Black Republican, Mr. Hoskins' unnamed seedlings, and other fine varieties.

I came here in '82 with no knowledge of fruit growing. What I have learned since has been by "hard knocks," with emphasis on both words. An old apple orchard, full of the historic "red apples" with never a worm or blight, was on the place I bought. Also an acre of French prunes, which, at the age of twenty-nine years, is bearing as well as ever. There were a few cherry trees also. One Royal Ann, now about 50 years old, is yet in bearing. A Governor Woods tree of the same age is in its prime, apparently, and netted me over \$20 this year, at 2½ cents per pound.

I set out small lots of cherries from time to time, with the usual heart-breaking experiences of those days—winter killing, gumosis, trees untrue to name, etc. My orchard is comparatively small today, being less than 1000 trees. It is not its size, but the mistakes I have made, that may be worth considering. My chief mistake has been inattention. So let me say to those intending to set out a cherry orchard, if you are farming from 200 to 500 acres of land, let the cherry orchard alone. When I came to this valley my ambition to "diversify" and develop my share of the latent

wealth which was, and still is, so abundant was met more than half way by the numerous opportunities that thrust themselves upon me, so I specialized in timothy hay, Canada field peas, seed vetches, buying and shipping fruit, and raising prunes and other fruits. The Willamette Valley farmer has been well scolded for his failure to supply the home demand for dairy, hog and other

in the spring, followed by moderate work with the cultivator and float. Cultivate immediately after the plow and avoid drying out and becoming cloddy. One orchard that seemed going into decay, with numerous dead branches and poor fruit, was brought to renewed vigor by pruning back some two or three years' growth and cultivation.

Again, I set my trees too close together—twenty and twenty-two feet.



FIGURE 26—LOADING A CAR

products, by those who have failed to consider that there have been too few of him to properly develop the vast resources at hand. In his effort to do so he has allowed some things to suffer from inattention, an evil that will be and is being remedied as population increases. So my cherries suffered. When I should have been budding seedling trees to better fruit, I had to be away with my threshing outfit. When I should have been pruning my trees, I was off looking after prune or apple shipments, and my goats would get in and do the work for me.

Another mistake was in the then prevalent idea of no cultivation. I now cultivate my trees by shallow plowing

No fruit tree in this state grows to such magnificent proportions as the cherry, if given a chance. Trees twenty feet apart will interlace roots and limbs when one-fourth grown. My oldest Bing has never been cultivated, being in my house lot, but has been vigorously pruned. It has a spread of forty-two feet of branches. My half-century-old Governor Woods has a spread of forty-eight feet. I have Royal Ann trees whose tops are forced over thirty-five feet skyward, which is over ten feet beyond the limit of profitable picking. A cherry tree should, when fairly grown, assume the shape of an open umbrella, which is impossible if crowded. No other problem that confronts the cherry grower compares with that of picking the fruit. All other small fruits are picked from the ground, and no other tree is so liable to damage by careless pickers. A low spreading, open tree admits the sunlight, ripening all the fruit together, enabling you to pick all the fruit at once, or not to exceed two pickings. You have limbs running horizontal to lean your ladders against. Your fruit is easy of access, less skilled pickers will be needed; pruning is much less difficult; your tree shades the ground and conserves moisture, and the roots, which in a cherry tree keep near the surface and run great distances from it, find ample feeding ground. You cannot cultivate very close to the cherry tree as it grows older, but a space two to six feet square,

Oregon Life

The Policy Holders' Company

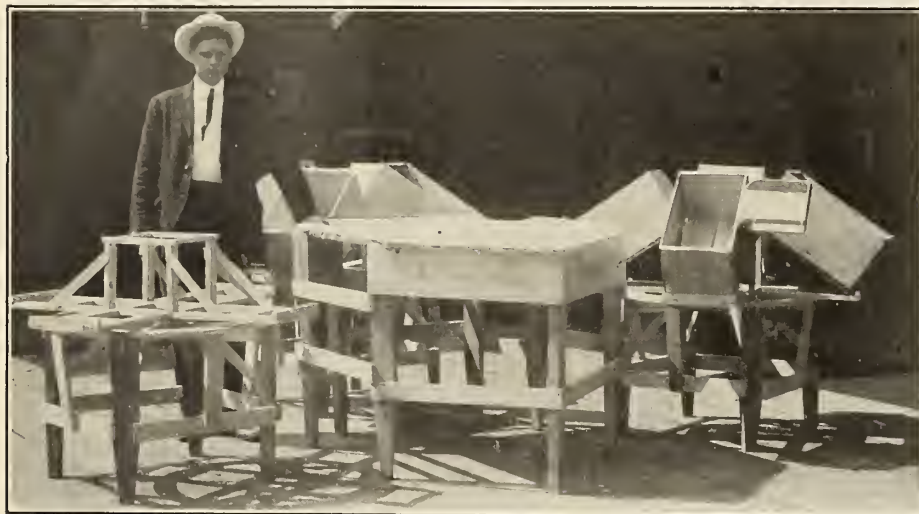
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according to the age of the tree, left uncultivated, is no loss, the few feeding rootlets being well shaded and protected.

I have lost few trees, save from sun scald, winter freezing and gumosis. About the year 1888 a warm spell in January, followed by a sudden freeze, killed most of my silver prunes. I had no young cherries. In 1898 the same conditions killed over half of my young cherries. I advocate seedling bodies and foundation limbs to avoid the three evils named. I am told that in some sections the growth of the top is so rapid that

loam. I would set my trees from thirty to forty feet apart, according to the soil. I would prefer such land as the red hills of Polk County, though almost any well drained land will do. Set out one-year-old seedlings in the fall, cut back eighteen inches; have from three to four limbs make from twenty to thirty-six inches growth the first year. When the second year's growth is completed I would bud my foundation limbs eighteen inches from forks, or three feet from ground. Thus the body and lower limb system would all be seedling and there would



PARKER'S REVOLVING PACKING APPARATUS

Illustration to show how it is constructed. The revolving stand in the foreground works on a spindle. It holds four boxes and also hoods for wrappers

the seedling body is inadequate. I have not had this difficulty.

If I were to set out another cherry orchard I would plow very deep with subsoil plow, unless on a deep, loose

be a minimum of body exposed to sun scald, gumosis and freezing.

The seedling is not subject to any of these troubles (I much prefer budding to grafting). Proceeding, I would prune



GALLIGAN'S ORCHARD CART; A NEW APPARATUS FOR PICKING APPLES

This cart, which has recently been put in use at Hood River, is said by those who have used it to be better than a ladder for picking fruit from low headed trees. The advantages claimed for it are that more apples can be picked from one setting than three settings of the ladder. When not in use the ladder attached to the cart can be folded up and the cart moved from one point to another with very little trouble. It is about four and one-half feet high; platform three by five feet, and the wheels are of iron, well braced. It is manufactured by J. R. Galligan of Hood River, who has applied for a patent

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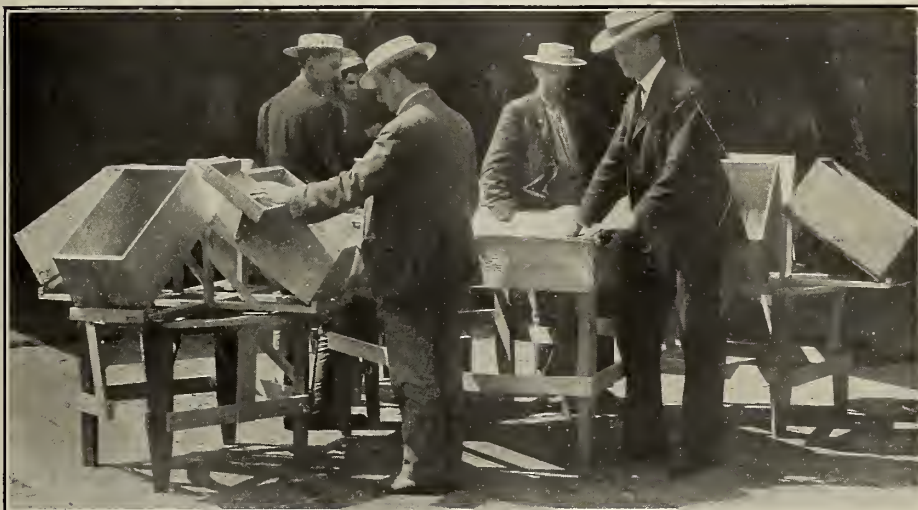
SUNNYSIDE NURSERY
 SUNNYSIDE, WASHINGTON

fearlessly, for the low spreading head I have described, and cultivate up to ripening period of fruit (not wood) as long as my trees lived.

As to varieties, I would pay more attention to the Black Tartarian than we have been doing. It ripens from one to two weeks before the Bing, thus prolonging the season; is a good shipper as far as Butte, and a most excellent cherry for flavor. The Bing follows as one of the very best, and is immediately followed by the Lambert, equally good. These three as shippers, with the Royal

Ann for canning, cover the commercial list. For home use add the Dukes.

One soon learns to love one's trees, and the pleasure derived from watching them as they respond to your care is greater to me than that derived from any other agricultural pursuit. It is with ever recurring surprise that one observes the rapid growth from early spring until the ripening of the wood, and when, by grafting or budding, one changes the nature of the tree, bidding it at his pleasure bear fruit different in size, color and quality, the mystery of it fascinates.



Patent Applied For

PARKER'S REVOLVING PACKING APPARATUS

This is a new packing outfit invented by a Hood River man, and consists of a hexagonal packing table from which four packers can work at once and pack four sizes of apples. Instead of having to sort the apples carefully, they can be placed on the table, and as the packer uses all of one size that are near him he can turn the stand on which the boxes rest and pack another size in the next box, and so on. It is claimed for it that more work can be done in less time and with less chance of bruising the fruit. The above represents the positions of the packers while at work

MARKETING, STORAGE AND TRANSPORTATION

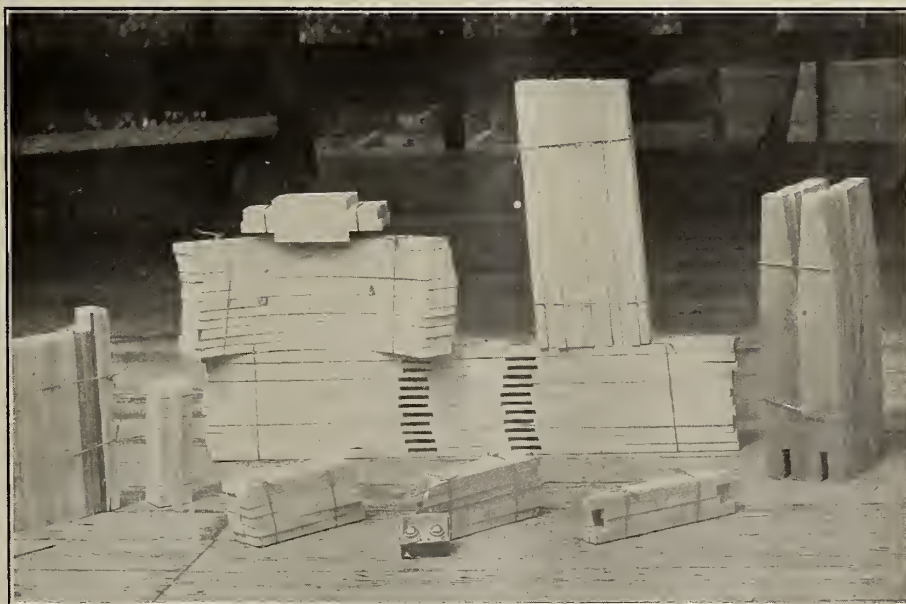
BY WM. A. TAYLOR, U. S. DEPARTMENT OF AGRICULTURE, IN "NATIONAL NURSERYMAN"

SINCE 1901 the distinctive field problems in pomology, most of which are of direct economic importance, have been separately grouped for convenience in administration. These comprise those lines which embrace experimental studies of problems connected with fruit marketing, transportation and storage,

viticultural investigations, fruit district investigations, and a number of miscellaneous field problems.

Fruit Marketing

Under the general head of fruit marketing, a systematic experimental study of the various questions involved in that



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subject is being made, with special reference to its bearing on the development of export trade in American fruits. It is becoming very generally recognized that with such fruits as the apple, the pear, the peach, the orange, and possibly some others, the yield in favorable seasons in future is likely to be much larger than has been the case in the past. A wider distribution of these products must, therefore, be accomplished if disastrous gluts are to be avoided. While the larger part of our fruit products will no doubt always be consumed in America, an increased export demand is recognized as one of the most important factors in preventing an undesirable surplus of fresh fruits.

Series of shipments to British ports have demonstrated the entire practicability of delivering there, in sound and wholesome condition, early summer apples, peaches and pears of the varieties best adapted to our domestic markets and at times when our surpluses of them are very likely to occur. In a number of instances such shipments have yielded higher net returns than the home markets, even in years of high prices at home. In the case of the Bartlett pear product of New York and neighboring states, a large, and in the main profitable, export trade has already developed along the lines experimentally determined and demonstrated by the department.

The trans-Atlantic exportation of this fruit from the eastern United States, which practically dates from the department experiments in 1901-2, has now attained important proportions. Exact statistics of such exports are not available, owing to the fact that no official record of the varieties exported or the regions from which they come is kept. The growing importance of this trade has resulted, however, in the separation since July 1, 1905, of pear values from those of the other fruits with which they were previously included. These values, as shown by the Monthly Summary of Exports of the Department of Commerce and Labor for the six months July to December, 1905, are as follows:

VALUE OF EXPORTS OF PEARS FROM THE
UNITED STATES JULY 1 TO
DECEMBER 31, 1905:

MONTH	VALUE
July	\$ 18,332
August	32,331
September	192,000
October	180,187
November	94,369
December	48,302

Total July 1 to December 31, 1905....\$565,521

The fact that the California pear crop in 1905 was the lightest for many years resulted in a much smaller exportable surplus than usual from that state, so that, in the absence of exact knowledge, it may fairly be assumed that the exports of eastern-grown pears for the year exceeded \$500,000 in value. The beneficial result to the fruit industry of the withdrawal of this portion of the crop from our domestic markets can hardly be estimated.

The profitable exportation of peaches is considered a more uncertain matter, largely because of the fact that the peach is not yet sufficiently well known to the great mass of population in northern and western Europe to be in steady and large demand. The fact that in favorable seasons Elbertas, from points as diverse in their climatic conditions as Georgia, Oklahoma and Connecticut, have been delivered in London in good order, and have netted their growers values nearly or quite equal to home markets, is suf-

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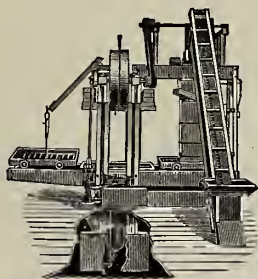
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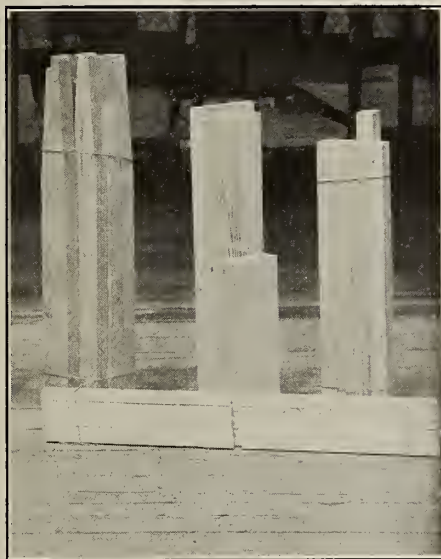
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ficient to indicate that the field is a promising one. Early apples, from those districts like the Chesapeake Peninsula, which can place their product under refrigeration in the foreign markets within ten days after leaving the tree, are worthy of further attention in particular localities, especially in seasons when the European crop of summer fruits and the Australasian crop of winter apples, which come into competition with them, are light.

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lightest crops the export demand has in recent years been the most important factor in determining the prices of sound fruit during the autumn and winter. For this reason, particular attention has been paid to such questions as size and style of packages, method of packing, suitability of variety to market, etc., as well as to the introduction of American apples to markets where they have not hitherto been used in commercial quantities. Series of shipments of winter apples from representative apple sections, packed in barrels and boxes, both with and without wrapping, comprising both graded and ungraded fruit, are now being made to the principal European seaports to obtain actual experimental data on these vexed questions, which it is practically impossible for the grower to determine for himself except through long and frequently costly experience. Progress reports of this work are given out from time to time, through papers before horticultural societies and similar organizations, and will eventually be summarized in bulletin form for distribution.

Fruit Storage and Transportation

Under this head a comprehensive investigation of the entire question of the handling of fruits for transportation and storage has been in progress under the direction of Mr. G. Harold Powell for the past four years. Experiments conducted with the more important commercial varieties of apples, pears and peaches, in some of the leading districts for those fruits, have demonstrated the necessity of picking at proper stage of ripeness, carefulness of handling, promptness of forwarding and withdrawal for consumption before the product has past its stage of full maturity. Perhaps no

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fact developed in this investigation is of greater fundamental importance than this, namely, that the durability and value of fruit destined for cold storage are as vitally affected and as surely damaged by careless handling in any stage of handling or shipping, as in the case of fruit destined for immediate consumption. The loss in the former case is, in fact, frequently greater than in the latter, because of the additional expenditure for freight, storage charges, etc., and the inevitable risk of deterioration before an opportune time for sale occurs.

To quote from the report on this work for the last season:

"The experiments during the four years have shown conclusively that a large proportion of the difficulties in apple storage may be overcome by more rational handling of the fruit before it is stored, and by giving it better care in some respects after it reaches the storage house. Apple scald, one of the most serious storage troubles, is not yet well understood, but the experiments have again demonstrated that it can be controlled commercially by picking the apples when hard-ripe, instead of prematurely, as many winter apples are picked; by storing them quickly after picking, in a temperature of about 31° F., and by selling the more susceptible varieties comparatively early in the season. The premature ripening of apples in storage is often the result of delaying the storage too long after the fruit is picked. These investigations continue to emphasize the supreme importance of quick storage after the fruit leaves the tree. The 'slumping' of apples in the barrels, due to the development of the common blue-mold fungi in the spring, is generally the direct result of rough handling of the fruit while it is being picked and packed. The skin of the fruit is bruised, and the rots enter and grow vigorously if the fruit is not stored quickly in a cold temperature after picking. The investigations continue to emphasize the need of uniform temperature as low as 31° to 32° F., for long term storage, and of pure, wholesome air in the warehouse if the flavor of the fruit is to be retained without contamination. Cold-stored fruits are frequently injured in quality through the lack of proper ventilation of the storage warehouse. This side of the storage question needs further investigation, which cannot be satisfactorily made until the department has an experimental storage plant."

The effect of the environment under which fruit is produced, upon its keeping quality in storage, is being studied experimentally with fruit from trees of different ages, in different soils and from different climates. In co-operation with the New York Experiment Station, a comprehensive investigation of the influence of various methods of culture, such as clean cultivation vs. sod culture, etc., is under way. The comparative value of a large number of varieties of apples from different apple districts has been studied for the past four years with a view to determining their relative fitness for storage.

During the past year a special study of farm storage houses has been inaugurated, and will be continued for a sufficient time to obtain light on the relative efficiency and economy of farm storage houses cooled with ice, ice and salt, brine cooled with ice and salt, and mechanical refrigeration in eastern New York. It is believed that in certain parts of the North a distinct advance in fruit storage can be made through the utilization of properly constructed storage

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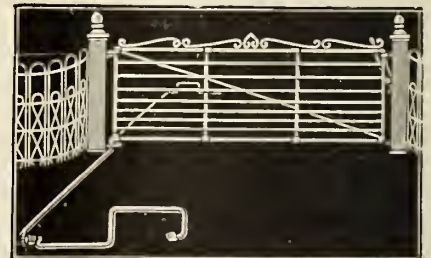
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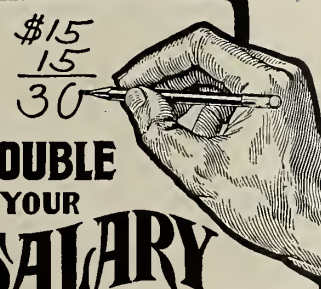
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houses where the fruit can be held by the owner in first-class condition for use, as needed by his markets, at less risk and expense than are involved in storage in a plant outside of his personal observation and control.

The practicability of freezing small fruits for use by bakers and confectioners in flavoring ice creams, sherbets, etc., and for use in pies, is also being investigated. Such quickly perishable fruits as strawberries and raspberries, which can only be held in good condition in ordinary storage for a very few days, are found to be preserved in practically perfect flavor and condition for several months by freezing quickly before they are overripe. This new phase of the cold storage business is already becoming of large commercial importance in some of the larger cities.

Fruit Transportation

For some time past the conditions directly concerned in fruit transportation have been under investigation, and these have now assumed such importance that they are being given special attention. The behavior of peaches in refrigerator cars, as shipped from Georgia and California, is being thoroughly investigated, both at shipping point, in transit, and at destination. In this connection, thorough tests of the pre-cooling of fruit intended for such shipment are being made. In the case of peaches in Georgia, it has been found that a large part of the rot in transit to Northern cities occurs in the two upper tiers of carriers in the car, the three lower tiers usually arriving at destination in sound condition. This superior condition of the lower tiers is unquestionably due to the very rapid cooling of the fruit in the bottom of the car, and emphasizes a conclusion previously reached in these investigations—that quick cooling after picking is a fundamental requirement in successful fruit storage or shipping operations. In both Georgia and California the preliminary work along this line has been done in refrigerator cars, on tracks which were equipped as stationary refrigerators, in which the fruit could be quickly reduced from the temperature of the outside air to about 40° F., by the use of ice and salt. Fruit cooled in this way, before being loaded into the cars for shipment, was found to arrive at destination in much better condition and to remain sound longer after arrival at destination than that shipped under ordinary icing, even where well-ripened fruit was used in the pre-cooling tests, and prematurely picked hard fruit for the ordinary shipments.

This line of work, of course, points toward a radical change in some of the present commercial methods of shipping, and further tests are needed before investments in pre-cooling plants could safely be advised.

In this connection an investigation of the causes of decay in oranges and lemons in transit from California to Eastern markets is now under way. The losses from this cause are said to have aggregated not less than half a million dollars a year for several years, and to seriously menace the future of the industry. As the result of systematic observation of the practice of growers and packers in the handling of oranges, it was discovered early in 1905 that about one-fifth of the orange crop is made susceptible to decay by improper handling before the fruit is packed. These injuries are caused by the puncture of the skin with clippers used in cutting the oranges from the trees, by punctures from stems left too long, by finger nail

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cuts in handling and by other mechanical injuries in the handling of the fruit in orchards and packing houses. Experiments having demonstrated that from 10 to 50 per cent of these injured fruits are likely to decay if favorable conditions of heat and humidity develop, growers were notified of the danger, and as the industry is quite thoroughly organized, the information was immediately put into practice, with the result that one of the leading growers and shippers of southern California estimated, in the spring of 1905, that the department investigations in that section had saved the industry at least \$200,000 on the last crop. Extensive tests in pre-cooling oranges, both in stationary storage houses and in cars on track, by blowing cold air through them after they are filled with fruit, until the temperature of their contents is reduced to a satisfactory point, have demonstrated that with oranges, as with peaches, quick cooling is an important factor in checking the ripening processes and in preventing the development of rots.

NEW COMMISSION LAW IS STRONGLY OPPOSED

ACCORDING to the Spokesman-Review, State Commissioner of Horticulture F. A. Huntley, of Tacoma, Washington, who has been making a tour of the state inspecting orchards and fruit conditions generally, states that considerable secret opposition was being manifested against the new law requiring commission merchants to take out licenses before transacting business. The new law went into effect June 13, but the number of licenses issued has not been large. In Spokane thus far three licenses have been issued. The opposition to the new law has been of such a secret nature that Mr. Huntley has not found sufficient grounds to take legal action against the merchants. He said, however, that he had taken up the matter with the attorney-general of the state, so if the evasions of the law are of such a nature as to make the commission merchants liable they will be prosecuted by that department. The matter is being considered, and action of some kind may be expected to follow in the near future.

To evade the law many commission merchants have changed the names of their business and are now doing straight buying and selling. The price of the commodities, however, is fixed by themselves, and upon this ground the state may decide that they are commission merchants just the same, and have, therefore, violated the law by not taking out a license. The fine prescribed by law is not less than \$25 nor more than \$500. A commission merchant, as defined by the law, is "any person, firm or corporation whose principal business is the sale of farm, dairy, orchard or garden produce on account of the shipper or consignee."

The chief cause of the opposition to the new law, thinks Mr. Huntley, lies in section 3, which says that each commission merchant shall keep a complete set of books in which are recorded the amount and character of every consignment received, name of consignor and condition of shipment; also "the name of the person, firm or corporation to whom sold, together with the amount and date of sale, shall be entered. The books shall at all times be open and subject to the inspection of the commissioner or the

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county fruit inspector or any of his deputies, or to any consignor as to any entry concerning shipment made by him."

The commission merchants think the lawmakers have gone too far in making them keep public records of their private business affairs, and that such a proceeding would do them great injury. For instance, some of their customers, after looking over the records, might ship direct to the people to whom the commission merchant sells, and ruin his business. Other commission merchants might go and examine the records of their rivals, then either take their customers away from them or undersell them.

When asked his opinion on the law Mr. Huntley refused to be quoted. He said, though, that if any defects were found the next Legislature would probably change the present law.

MAMMOTH ORCHARDS

WHERE are the largest orchards in the world? The general impression is, no doubt, that they are to be found in the United States, but according to a fruit trade paper which ought to know, they are at Werder, near Berlin. They extend without a break for "between 12,000 and 13,000 acres."

By canal and river alone the Fruit Growers' Company sends away 48,000,000 pounds of apples and pears in a year. From Werder railway station an additional 12,000,000 pounds of fruit goes forth to the world. Then there is jam making, for which a thousand tons of sugar is used in a twelve-month. The produce of the orchards of Werder has lately been advertised by a fruit-growing exhibition at that place. One of the features was 2000 yards of model orchard containing examples of the choicest sorts of fruit. It is well to be reminded that commercial fruit growing on the most up-to-date lines has made progress overseas outside Canada, the states and the Antipodes.—Puyallup Republican.

WORKING A MIRACLE

REPORT is current that a number of Goldfield, Nevada, capitalists and promoters have organized a wealthy syndicate for the purpose of establishing the banana industry in the country surrounding the great gold camp. The idea of the new company is to use the Joshua trees, a species of cactus which abound in that vicinity, for the production of the fruit. The agricultural and horticultural experts of the United States Government, as well as those connected with the leading universities and agricultural colleges of the country, have been conducting experiments in grafting and the budding of trees for several years with this in mind. This science has so far progressed now that the bananas can be grafted upon the Joshua trees.—New York Herald.

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THE Oregon Agricultural College has contributed much to the success of the Oregon farmer and fruit grower. Its good influence and the many valuable experiments conducted by it can not be overestimated. In its horticultural branch it has during the past two years entered fields before untouched and accomplished results most gratifying. Nothing that it has taken up can prove more valuable than the work it is now engaged in of compiling data relating to the various fruit growing districts in the state, with the intention of later publishing it in bulletins. With such information at hand the fruit grower will have the benefit of the methods successful in each district and additional knowledge that must prove most valuable.

WITH this number we present to our readers our annual packing number. Packing is a phase of the fruit growing industry about which we have said much, and which we consider most important, if not, indeed, the most important of any that confronts the grower. Next to growing clean and marketable fruit, the essential point is to place it in the most attractive package and also to have it contain absolutely what the marks on the outside indicate. The great success achieved at Hood River has been brought about by the excellence of its pack. The same should therefore obtain in other districts where fine fruit is grown. By issuing a packing number at this season of the year we are endeavoring to give every assistance to our readers in placing their product on the market in a package that will enhance its value, in addition to giving them a reputation that will redound to their credit in future seasons.

The subject is treated by Professor Lewis in all its phases, from picking to loading the car for final shipment, and no item in the entire article is too unimportant to be neglected. It is only by the minutest care, and in some instances sacrifice, that an absolutely standard pack of apples can be put up. The tendency to ring in something not quite as good as it should be requires constant watchfulness. It is for this reason that a professional crew of packers can perform far better work by going from place to place and packing than is possible where the grower is allowed to pack his own fruit. The professional packer insures the prime requisite of a perfect pack—uniformity. It has been this feature that has enabled Hood River

apple growers for several years to sell their fruit by sealed bids f. o. b. at Hood River, for prices that have astonished the world. The buyer knew that he would receive exactly what he paid for and expected, and instances are many of their having bought shipments of thousands of boxes without so much as opening one box for inspection.

We have maintained in season and out of season and early and late that there will always be a market at highly profitable prices for high grade fruit, be the production large or small, and we know of no greater essential in maintaining that market than by a perfect and standard pack.

THE order from the Chinese government for ten boxes of Hood River apples to be placed on display at an exhibit to be made at Pekin this winter would seem to indicate that the long talked of awakening in China has arrived. However, it appears that China has been supplied heretofore with Japanese apples, and having developed an appetite for the fruit that is supposed to symbolize man's fall from grace, wants a change. The Japanese fruit is said to resemble its native sons, being both small and brown, and to have become particularly unpalatable to the residents of the Flowery Kingdom since the conquests of its smaller but more enterprising and energetic neighbor. Let us hope that the flavor of American fruit will create as fervid a desire for more as did the poorhouse gruel to Oliver Twist, and that the countless millions of China will soon be munching them.

WE ARE pleased to note that growers are going on with the good work of forming associations and that several districts that have heretofore been unorganized are bending their efforts in this direction. The sooner fruitmen realize that they can secure a better market and better prices for their fruit collectively than individually they will have made a step in the right direction.

W. N. WHITE, the well known apple man, in an interview in the Oregonian recently lays down pretty hard on Oregon farmers and fruit growers. He says they are slow, need more push; that Chicago or some other equally windy city is liable to rush

in and take the local markets away from the home rancher. While there is perhaps some truth in Mr. White's remarks, it still looks pretty good when he and other representatives of some of the biggest fruit houses in America come 3,000 miles to procure shipments of what they know to be the finest fruit raised anywhere in the world. The Oregon fruitmen may need waking up, but it seems that he knows his business better half asleep than his competitor elsewhere does awake and jumping.

THE Willamette Valley undoubtedly offers many inducements to the walnut grower. With land there most admirably adapted for this purpose at a reasonable figure, it is but a question of time when many acres of its fertile soil will be under cultivation to this profitable nut. It has been demonstrated that California, which was at one time thought to be better adapted to walnuts than Oregon, cannot surpass its sister state in nut growing, and that the latter in some essentials is her superior.

THE midsummer meeting of the Oregon State Horticultural Society was well attended and successful. Owing to the absence of a formal program, it had more the nature of an experience meeting, where views on horticultural matters were exchanged and brought out much of value to both listener and participants. As usual, the hospitality of the residents of Southern Oregon played a prominent part in entertaining the visitors.

TO our readers interested in the packing apparatus recently invented by F. M. Parker of Hood River and illustrated in this issue, we wish to state that Mr. Parker manufactures both of the tables for \$9. Communications addressed to him in care of "Better Fruit" or direct will reach Mr. Parker.

TO our readers who have been engaged in the work of getting subscribers for us, we wish to state that we would like to have them send in their lists as soon after the first of September as possible, so that we can make the announcement of the winners in the October number.

PERSONAL PARAGRAPHS ABOUT FRUIT LOVERS

M. O. Lownsdale, the well known orchardist of Lafayette, Oregon, who has the largest orchard in the Willamette Valley, made a short call at the office of Better Fruit recently. Mr. Lownsdale has been engaged in apple growing for a number of years along scientific lines and has the best equipped warehouse and shipping facilities in Oregon. A ready writer and speaker on the subject of fruit growing, he has contributed considerable to the knowledge of fellow growers on the subject, and was here for the purpose of meeting and discussing with Hood River orchardists topics of mutual interest.

On another page will be found an announcement from Keally & Lovett, of Pittsburg, Pennsylvania, who have entered the Northwestern market for apples this year from a district that is one of the best distributing points for fruit in the United States. Located in the Pennsylvania Produce Building, situ-

ated in the yards of the great Pennsylvania Railroad Company, they have every facility for handling fruit to the best advantage. As a market Pittsburg presents a field probably not surpassed by any in America. In proportion to its population it has greater wealth than New York or Chicago, and prices for fancy fruit cut little figure among its wealthy residents. It speaks well for Western fruit, apart from its significance as a new market, that Pittsburg, through Keally & Lovett, have entered the trade for fancy box apples.

Not one of the least interesting visitors at Hood River during the past month was C. M. Allen, of Lo Lo, Montana. Mr. Allen has large interests in the Bitter Root Valley, which is being developed into a fertile fruit growing country, and states that growers there are meeting with remarkable success. A big irrigation project which is being established in the Bitter Root Valley is

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transforming it into a vast orchard, that in time will be one of the largest in the Northwest. Located within easy shipping distance of Helena, Butte and the large cities of Dakota and Minnesota, the demand for its products is far greater than can be supplied. Contrary to the idea that fruit can not be grown successfully at a high elevation, Mr. Allen states that small fruits do well there, as well as apples, and exhibited a box of cherries of the Lambert variety while here that demonstrated conclusively their excellence. Large, well packed and of fine quality and flavor, they were the equal of the fancy cherries grown nearer the Coast, and must eventually prove a very important product in the output of that section. At present the two most important products there are the Mackintosh apple and the Transcendant crab apple, the former attaining a perfection that is said not to be equaled anywhere in the United States and the latter yielding a heavy crop every year, which is being eagerly sought for at high prices by Eastern apple buyers. After an examination of the orchards at Hood River Mr. Allen remarked that he felt well repaid for his trip and had acquired a better knowledge of cultivation, irrigation and general methods employed for successful fruit growing than he had obtained previously.

William McMurray, general passenger agent of the Oregon Railroad and Navigation Company, accompanied by Ivey L. Lee, a New York writer who is making a tour of the West with a view to covering some of the advantages and opportunities for investors and home-seekers, called at the office of Better Fruit during a recent visit at Hood River. Mr. McMurray takes an active interest in the great fruit country of Oregon and is doing a good work in bringing its merits to the attention of the world at large. Believing that its advantages are unequaled anywhere and that it should be known, he is accomplishing much to bring the tide of travel where it can see and realize it.

Judge Fremont Wood, who presided at the trial of Haywood recently, and who is one of the largest growers and individual shippers of apples in Idaho, visited Hood River and its orchards this week. Judge Wood has made a great success in the fruit business and is considered one of the foremost orchardists in the Northwest.

Professor C. I. Lewis, of the Oregon Agricultural College Experiment Station, accompanied by Professor S. A. Beach, of the Iowa State Experiment Station located at Ames, Iowa, were Hood River visitors during the month. Mr. Lewis is

well known at Hood River, where he has made some valuable experiments in his horticultural work, and was here to oversee the work of one of his assistants who has been engaged in collecting data and information in connection with local orchards. Mr. Beach, who has been spending his vacation in making a tour of the Pacific Coast, was fresh from a visit with Luther Burbank at Santa Rosa, California. He had also taken in several other of the fruit growing districts of California and Oregon, including the Rogue River and Willamette Valleys. He stated that his visit to the Coast would result in placing much valuable information at his disposal and was much impressed with the progressive methods of Western orchardists.

W. N. White, the well known member of the New York commission firm of W. N. White & Co., arrived at Hood River recently on his annual apple buying tour. The White firm has been handling Western apples for several years and is familiar with the product of the various districts of the Northwest. He was making the usual round of shipping points in Idaho, Oregon, Washington, California and Colorado, and expects to secure some of the fancy box apples and other fruit shipped out this year. His firm secured a large part of the fruit of the Hood River Apple Growers' Union at one time, which it handled very satisfactorily.

Steinhardt & Kelly, an old and reliable firm of fruit buyers and exporters, whose place of business is at 101 Park Place, New York City, announce to apple growers and associations, through our columns, that they will receive consignments of apples shipped to them and will place them at the highest market price. The Steinhardt & Kelly company are not strangers to Western box apples, having placed several shipments very satisfactorily the past season. They have a desirable patronage in the export trade, of which they make a specialty, and are said to be in a position to place high grade fruit at a profitable figure.

L. F. Case, of L. F. Case & Co., Chicago, was a recent visitor at Hood River. Mr. Case was here for the purpose of lining up a shipment of Hood River apples and endeavoring to ascertain the probable price of fruit from this district this year. He stated that he would also take in the fruit growing districts of Wenatchee, Toppenish, Yakima and Walla Walla, Washington, and the Rogue River country before returning East. The Case company has been doing business in the Northwest fruit country for several years and have handled a number of consignments from here very satisfactorily.

OREGON STATE FAIR WILL ECLIPSE ALL OTHERS

NOT the least important of the many improvements being made at the Fair Grounds at Salem, in preparation for the Greater Oregon State Fair (September 16 to 21) is the transformation of the unsightly and barren wastes of dry grass and weeds into beautiful landscape effects. This is the first appeal to the artistic sense that has been attempted along this line, and although it has been found impossible to make all the needed changes in one year, the most glaring faults have been remedied. The concessions have all been removed to one districts, and dozens of unsightly shacks destroyed. New walks have been laid throughout the grounds, the idea

being to combine beauty with convenience as far as possible. Buildings have been moved whenever necessary, and other conditions made to conform to the new arrangements. The walks will all be of fine gravel, dressed with granite sand.

The main improvement is noticeable in the square between the main pavilion and the dairy building, which has been moved to a site northeast of its old position. The visitor is no longer confronted by the row of candy stands and lunch counters of all sizes, ages and colors, and the expanse of dry grass which formerly assailed the eye. The only remaining relic of the old regime

is the fountain, with the familiar figure in the center, but even this has been repainted and remodeled until it is hardly recognizable, and is now surrounded by a bed of flowers and a winding path. There are many other flower beds also, in the shape of crescents, stars and other designs, and all will be in blossom fair week. The big center bed contains large, spreading palms. Where there are no flowers green lawns have been planted. Water has been piped to this section and the work of beauty is being rapidly completed.

A pretty feature is the statues which will be placed in this square. Just east of the main wing of the pavilion the large reclining figure representing the State of Oregon was seen last year, and will again occupy the same position. In front of the pavilion the fountain and its small statue have already been noted. Back of this fountain the large standing figure of Ceres, goddess of agriculture, which last year was located in the pavilion, but seemed rather cramped and out of place, will be set up. On either side of this statue two smaller images will be placed, making five pieces of statuary in all. They will be set up on suitable bases and bordered with flower beds. All these statues were secured from the Lewis and Clark Exposition of 1905 in Portland.

TIMELY NOTES ABOUT TOPICS OF INTEREST

"Good prices have been a feature of the season's fruit crop, and in the estimation of the fruitgrowers will do more than any other one thing to promote the fruit-growing in Oregon. The great difficulty with fruit growing in this state has been the carelessness with which the growing and shipping has been done. Good fruit grows and ripens too easily in Oregon. The valley farmer especially has allowed his orchards to be neglected and until this year has never attempted to gather any more of the fruit than what local and family demand could use. While this practice has been prevailing the California producer has been taking care of his orchards and has been careful in his packing, so that Oregon has long been behind in convincing the world of the superb opportunities in fruitgrowing in Oregon."

C. L. Whitney, County Fruit Inspector of Walla Walla County, reports that 95 per cent of the fruit in that county this year will be free of blemishes and pests from the fact that spraying has been done more thoroughly there than ever before. Mr. Whitney has been urging enforcing a strict adherence to the provisions of the law regarding the use of spray for several months, with the gratifying results already stated. The apple crop at Walla Walla is also said by Mr. Whitney to be fully up to the average this year, largely due to better care of orchards. As everything that is marketable in the way of apples this year will command a good price, growers there will realize a handsome reward for having protected their fruit from pests.

Coos County, Oregon, is looming up as a fruit raising community, and J. W. Snover in a recent address there showed very conclusively that the Gravenstein although an early apple could be made a very important factor in the industrial wealth of the county. There is said to be a fine market for the Gravenstein in California. It developed before the meeting was over that Mr. F. S. Dow of Marshfield had already purchased for

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PRUNING SHEARS for thinning and picking fruit, \$1.00

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this year 10,000 boxes of Gravensteins for the California and Hawaiian market, and said he would buy 400,000 boxes if they could be obtained. He urged the Chamber of Commerce to show the farmers the profits to be derived from the production of this apple.

It may seem like shipping coals to Newcastle, but for the first time in the history of fruit shipping from Yakima county, 100 boxes of apricots were shipped from North Yakima recently to California. The shipment was made to San Francisco by Hull, Hamlet & Co., a local commission house. This season the state of California is running short on all varieties of fruit, and a great many orders will be placed with the local commission house during the season. One of the largest orders for Yakima fruit placed thus far is for 100 cars of red apples with the Hull-Hamlet Company. This order will be shipped starting about October 1, when that variety of apples are in season.

Realizing what a good live man can do to help his association, the Whatcom County Fruit and Produce Association at its annual meeting voted to authorize the trustees to join with the Vashon Island and San Juan Fruit Growers' Association and send Manager C. J. Prior of the Vashon Island body to the East to look up a market for the pears, apples and prunes grown in the three counties. One of the most important steps taken by the association was to vote unanimously to contract for the entire crop of pears, apples and prunes with the manager of the association. This will make it possible for them to arrange to ship in carload lots to the East.

Professor E. R. Lake of the Oregon Agricultural College, who has been sizing up the fruit crop in the state, says that the prune crop will be a fully average one. "In former years," said he, "there has been a larger yield, but waste has cut down the figures. On account of the smaller yield the quality will be better and the reports received indicate that the amount of cured prunes will be fully as large as last year with better prices ruling.

"Are melons fruit?" Regarding a good many that were inflicted on the market this past season we can truthfully answer: "Not so that you could notice it."—National Fruitgrower.

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MEDFORD ENTERTAINS THE HORTICULTURISTS

THE mid-summer meeting of the Oregon State Horticultural Society held at Medford the 8th and 9th of August was largely attended, and was marked by much interest and many interesting and valuable discussions. Owing to the absence of H. C. Atwell, president of the society, no formal program was given and the meeting, which was expected to last three days, was confined to two. As no specially prepared papers had been asked for, the addresses were confined largely to off-hand practical talks. In some respects this is said by those present to have been somewhat of an improvement over other meetings of this character, as the addresses were made by men engaged in the growing of fruit and were for that reason valuable from a practical standpoint. Another feature that added to its success was the fact that a large per-

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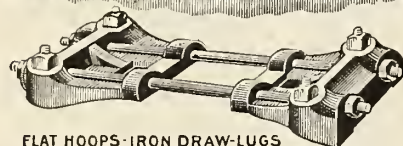
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centage of those in attendance were practical growers, who gained much information by exchanging views on the various phases of orcharding with each other, which resulted in many interesting discussions.

In its report of the meeting The Oregonian states:

Among the visitors were H. M. Williamson, secretary of the Board of Horticulture; Professors Lake and Cordley, of the Agricultural College; E. C. Armstrong, E. C. Roberts, Charles Meserve, inspectors; A. H. Carson, Horticultural Commissioner; Asa Holliday, nurseryman; W. E. Williamson, Rural Northwest; E. H. Shepard, "Better Fruit," and A. J. Dunlap, a prominent fruitgrower of Illinois.

The first session of the meeting opened with a large attendance and much enthusiasm. C. H. Lewis, as vice-president for Southern Oregon, presided, and Secretary Lake was on duty to keep the records and stir up the discussion.

Professor Cordley's talk on the enlarged uses for the lime sulphur spray was of intense interest and awakened a lively discussion, which resulted in opening an entirely new field of application for this old-time spray, and its use as a summer spray for fungi.

The most valuable paper presented before the society in many years and one that elicited much favorable comment and earnest discussion was one on the codlin moth, by G. W. Taylor. Mr. Taylor presented an exhaustive study upon the life and habits of this pest. The work has been carried on in the orchard of C. H. Lewis and marks the beginning of a valuable and high-class work in the interests of Rouge River horticulture.

L. D. Harris also contributed much information on the subject of the codlin moth by telling of his efforts to discover some means of eradicating it. It was evident from Mr. Harris' talk that he is a close student of the habits of this great fruit pest and many present expressed themselves of the opinion that his experiments will result in giving orchardists a more formidable means of fighting it.

In discussing the work of orchard inspection and horticultural development, Mr. Williamson, of the Board of Horticulture, paid a glowing tribute to the services of the Willamette Valley inspectors, citing the work of Messrs. Armstrong and Roberts as typical of the most efficient services that have been rendered the valley counties in their efforts to make Western Oregon a factor in the state that must soon become known as the greatest apple state in the Union. Speaking of the importance of organized effort, Mr. Williamson declared that horticultural meetings and exhibits are the most important factors in the work of building up a better horticulture. He commended highly the service of the state society and urged Rogue River to attend the state meetings, to take part in the exhibits and to help on the upward movement for better fruit.

E. H. Shepard spoke enthusiastically, as all Hood River orchardists do, of the great opportunity for a better horticulture, a better citizenship, a greater state. He pleaded for a closer relation between the three great fruit valleys, Hood, Willamette and Rogue.

The meeting was one of optimism. Rogue River farmers were jubilant over the excellent apple crop prospects and the visitors from the North displayed wholesouled goodfellowship.

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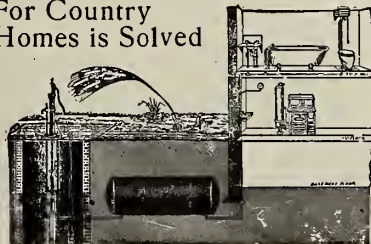
Our mission is to give the growers good prices, and the buyers fruit of such quality as will enable them to make satisfactory profits.

Our specialties are APPLES and STRAWBERRIES, but we handle all kinds of fruits grown in this section, including Pears, Plums, Cherries, Blackberries and Raspberries. If you are a buyer write us. If a grower call and see us, or telephone Main 71.

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Has again demonstrated by the great crop of fruit now set for 1907 that this is the surest in its crop production of any part of America. This fact makes this district look good to the trained horticulturists of all other sections of the Northwest. When it is conceded that orchards approaching the bearing period here are held at less than one-half the figures demanded for similar lands in other districts yielding less net profits than here, it should impress the readers of "Better Fruit" that now is the time to invest in this favored valley, with its regular crops and famous good climate. The homeseeker will get the benefit of more than twenty years' experience in the fruit business by dealing with the

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MEDFORD, OREGON

FINE SHOWING IN THE HORTICULTURE LINE

F. A. HUNTLEY, State Horticultural Commissioner of Washington, in his recently issued report tells many interesting things in addition to giving much information about fruit growing conditions. In part the report is as follows:

The growth of horticultural interests in this state during a period of the last few years indicates future development exceeding any other class of productive industry. Almost every section of the state is eminently adapted to the production of certain fruits to a degree of perfection unsurpassed elsewhere. Because of superior quality, Washington fruits are in demand in the most discriminating markets in foreign countries, as well as in America. Commercial ideas have very general encouragement by reason of the stimulating influence of broadening markets for better fruit products. The highest prices realized anywhere have been paid to the growers of this state. Fruit growing is an intensive industry. Every detail requires the personal attention and skill of one who is practically qualified. In proof of this we find that the small orchards managed by their owners are the ones paying the largest profits.

Some of the most efficient means of checking the ravages of insect pests and fungous diseases are of recent discovery. Improved methods in grading, packing, handling and marketing have all contributed to the business of fruit growing. In the management of orchards greater care is shown in the selection of varieties and nursery stock; also, in planting, cultivating, pruning and spraying.

The different and widely varying natural conditions existing between sections of country have served to make specializing a prominent feature in fruit production. Some localities are best adapted to the development of all the qualities desirable in apples. The same is true of peaches. Other situations produce the choicest grapes. Divisions of country surpass in the raising of small fruits; and cranberry culture has been established where the conditions are ideal in every respect. Such special features have proved to be important factors in making the best of everything in horticulture contribute to the magnificence of Washington as a fruit growing state.

Horticultural Societies

Horticultural development in this state owes much to organized effort. Co-operative sentiment has been created out of demand for taking care of the common interests of communities. Without organization there is always a lack of system in the business of growing and marketing fruit products. The existence of local organizations, of which there are quite a number in this state, plainly indicates where the greatest progress is being made.

The Northwest Fruit Growers' Association is a society which was organized some years ago, and has served well the general purpose of communication between states in matters affecting the horticultural interests of the entire Northwest. Some prominent point in Washington has entertained this society about one year in four.

Less than four years ago the Washington State Horticultural Association was organized in the city of Spokane. Meetings of this association have been held in Spokane, Wenatchee, North

J. S. CRUTCHFIELD
PresidentR. B. WOOLFOLK
TreasurerN. N. FRITZ
SecretaryN. G. GIBSON
Vice-President

It is now time that you are considering the matter of marketing your output for this season, and in view of this fact we desire to call your attention to the peculiarly strong position we are in as marketers.

It is unnecessary to remind you that Chicago is the largest market in the United States; very large as a consuming center, and very much the largest as a distributing center to other markets. Very nearly all the fruit and produce coming from the great western fruit growing sections destined to the heavy consuming markets of the East are distributed through Chicago, thus giving you the advantage at all times of the strongest market in the United States, caused by the fact that when these shipments are handled by us we sell locally, if best prices can be realized here, otherwise send to any market in the United States or Europe, if it will command better prices.

We are able to do this because of the peculiar location of the city of Chicago, and the fact that it is the great railroad center of the United States. These being facts, we would call your attention to the ability we have for selling. We sell every large house in Chicago, and so do not depend upon any one store to handle the products marketed by us. We have our strong connection at Pittsburg, through Crutchfield & Woolfolk at that place. In addition to this we also have strong corresponding houses in all the cities east of the Missouri River.

We have already contracted with a number of associations and large shippers to market their crops, and would offer you our services in this line. We shall be glad to hear from you as to what you expect to have to market, and on receipt of this advice we will give you any information we may have at this end of the line. If intrusted with the marketing of your crop we promise you a **square deal, skillful salesmanship and prompt returns.**

As to our reliability and financial standing, we beg to refer you to the National Bank of the Republic, Chicago; the National Bank of Western Pennsylvania, Pittsburg; R. G. Dun & Co.; the Chicago Packer, and "Better Fruit."

CRUTCHFIELD, WOOLFOLK & GIBSON, Inc.
Corner Clark and South Water Street CHICAGO, ILLINOIS

DAILY & BRIGGS, Farm and City Property Mining and Timber Claims

Specialty of Fruit, Alfalfa and Stock Ranches
in the Famous Rogue River Valley.

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Order Your Fruit and Berry BOXES

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Office and Mill, Foot of Montgomery Street, PORTLAND, OREGON

Yakima and Everett. The next annual meeting will be held in the winter in Walla Walla. The officers of this association for 1907 are: President, Mr. E. L. Stewart, of Benton County; first vice president, Mr. W. A. Ritz, of Walla Walla County; treasurer, Mr. W. N. Irish, of Yakima County; secretary, Mr. L. G. Monroe, of Spokane. The purpose and scope of this organization can best be understood by consulting its constitution and by-laws.

Statistics

The records of this office do not show that any systematic effort was ever previously made to collect the horticultural statistics of this state. In the spring of 1906 Governor Albert E. Mead indicated the desirability of collecting and publishing such information in connection with a report of this department. Blank forms were prepared for the purpose mentioned, and a supply was sent to every county horticultural inspector in the state, and to hundreds of other responsible persons, including nurserymen of other states who are engaged in nursery traffic in this state. Returns from the inquiries have been tabulated and are published as a part of this report for reference.

The tables cover a period of the last official fiscal year of this office, beginning April 1, 1906, and ending March 31, 1907, excepting where otherwise noted. The correspondence necessary to collect this information has been extensive. Duplicate reports have been carefully eliminated. While it has been possible in most cases to secure exact figures, it has also been necessary to rely upon careful estimates in very many instances in reporting orchard acreage. Especially is this true of counties not provided with inspection.

In the preparation of a table which shows the orchard acreage for the whole state, total footings of both orchards and nurseries were used. Apple trees, cherries and English walnuts are, as a rule, planted at a greater distance apart than other fruits, such as pears, quinces, peaches, plums, apricots and almonds. The general average distance of the former was found to be twenty-four feet each way, and of the latter eighteen feet each way. These were the figures used in the deduction. The grand total shows an orchard acreage for the whole state to be 86,607, which does not include small fruits.

It was not possible to secure close figures on the small fruit acreage for the whole state, and, therefore, only Pierce and Snohomish Counties are given. In these counties small fruits are most extensively cultivated.

Pierce County is credited with 577 acres of raspberries, 396 acres of blackberries, 1,114 acres of strawberries and 36 acres of currants. This is the total acreage.

Snohomish County has 82 acres raspberries, 27 acres blackberries and 33 acres strawberries. These are the commercial plantings only. The small private acreage was not reported, but would add extensively to these figures.

If any one feels that he has reason to question the accuracy of figures herein reported, pertaining to his locality, he is hereby most respectfully invited to co-operate and assist this office in making the next report what it should be—accurate.

Nurseries and Nursery Traffic

The nursery traffic to and within this state during the last year has been enormous. Our tabulated figures are sum-

Sunnyside Land & Investment Co.

SUNNYSIDE, GRANGER and GRANDVIEW

RELIABLE DEALERS IN
FRUIT LANDS
OF THE YAKIMA VALLEY

FOR FULL PARTICULARS ADDRESS

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Ladd & Tilton, Bankers

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Established 1900
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Butler Banking Company

HOOD RIVER, OREGON

Capital Fully Paid \$50,000

Deposits over \$350,000

We give special attention to GOOD FARM LOANS

If you have money to loan we will find you good Real Estate security or if you want to borrow we can place your application in good hands and we make no charge for this service

The Managing Officers of this Bank have been residents of Wasco County for more than twenty-five years

maries of supposedly accurate reports. Lack of inspection service in some counties, and inadequate provision in others, have admitted to these sections a considerable amount of nursery stock uninspected. Mail orders to unlicensed nurseries in other states are often responsible for the entrance of nursery stock in violation of the inspection law. My estimate of undetected shipments is that it would be reasonable to add more than 15 per cent to the tabulated nursery stock shipments list to render these figures complete. Certain localities would bear an even larger increase. Assuming, then, the approximate accuracy of the orchards list and the nursery stock shipments figures, it is found that the orchard area of the whole state has been increased about 20 per cent during the last year. I consider this estimate to be very nearly correct. It may be well to state that the orchard acreage indicated by the tabulated orchard list does not include any portion of this increase.

The figures reported on orchard acreage resulted largely from actual inspection, and were furnished to this office in detail.

Washington grown nursery stock, by estimate, has supplied about 30 per cent of the state's nursery traffic. Owing to the fact that most nurserymen are dealers as well as growers, buying elsewhere to sell to a local trade, it is quite impossible to secure a correct estimate of the home grown product. Inventories of nurseries, if taken three or four times a year, would render such information fairly accurate. Nurserymen are sending in more carefully prepared reports than ever before, but it is claimed to be a matter of difficulty with them to list their thousands of small sales accurately during the extremely busy seasons of distribution.

Many letters come to this office asking about the qualities of home grown nursery stock as compared with that from outside the state. In reply it is fair to say that Washington grown trees average with the best, and are often to be preferred to those propagated elsewhere.

A share of the nursery stock consigned to the counties of Whatcom, Skagit, Snohomish, King, Pierce and Thurston was distributed to the islands in the Sound near to the mainland cities reported in the consignments.

The tabulation indicates the kinds of fruit trees and quantities distributed to the different counties, and includes home grown stock as well as that imported.

The names of nurseries and persons licensed as nurserymen are here reported. Some are dealers only. Many are both growers and dealers. All the names of licensed agents follow the names of nurseries and nurserymen.

During the fiscal period covered by this report 113 nursery licenses have been issued, and 283 licenses to agents. The license fee of a nurseryman is five dollars and for an agent two dollars and fifty cents. These collections have been remitted to the State Treasurer, to the credit of the general fund of the state.

The largest Baldwin apple orchard in New England is said by the Country Gentleman to be that of E. F. and E. Cyrus Miller, known as the Hillside Orchards, at Haydenville, Massachusetts. There are about 1700 trees, although all of them have not reached the bearing age. In the great apple-bearing year of 1902 the Millers harvested 2500 barrels of No. 1 Baldwins. In a few years they expect to have an annual income from their orchard of about \$10,000.

Pearson-Page Co131-133 FRONT STREET
PORTLAND, OREGON

Superior facilities for handling

**PEACHES
APPLES AND
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Solicit Your Consignments

Reliable Market Reports Prompt Cash Returns

**ASHLAND
PEACHES**

The finest Peaches grown on the Pacific Coast. And Cherries, the famous Royal Ann, Bing, Republican, Lambert, Tartarian. Logan Berries, Black and Red Raspberries, Blackberries, Pears and Apples. Don't forget we grow all kinds of fruit and vegetables.

**ASHLAND FRUIT AND
PRODUCE ASSOCIATION**F. B. McCord, Pres.; Louis Barzee, Secy., Roseburg
E. P. Drew, Manager, Oakland**Douglas County Fruit
Growers' Association**Packers and Shippers of Choice
Umpqua Valley Fruits

Head Office, Roseburg, Oregon

**McEwen &
Koskey**Wholesale Fruit & Produce
and General Commission
Merchants 129 Front
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Strawberry Plants**

75 Varieties

A complete assortment of all the standard varieties, and a good supply of most of the newer ones.

Our fourteenth annual catalogue and price list, giving a description of each variety, and telling how to grow strawberries sent free on request.

All plants are fresh dug when ordered, guaranteed true to name, and to give satisfaction. Our prices are reasonable. Send for our catalogue today.

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Consignments of BERRIES, APPLES, STRING
BEANS, CHERRIES, TOMATOES, PEAS, AND
ALL KINDS OF PRODUCE SOLICITEDPhone Main 462 144 FRONT STREET
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MERCHANTS**WHOLESALE FRUITS**121-123 FRONT AND
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**THE OLD RELIABLE
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**WHOLESALE
FRUITS AND
PRODUCE**109-115 FRONT STREET
PORTLAND, OREGON**Yakima County
Horticultural Union**

North Yakima, Washington

E. E. SAMSON, Manager

Apples, Peaches, Pears, Prunes,
Plums, Cherries, Apricots, Grapes,
Cantaloupes.Mixed carloads start about July 20.
Straight carloads in season.Our fruit is the very best. Grade
and pack guaranteed.

WE USE REVISED ECONOMY CODE

FRUIT FACTS

Chelan County won 35 gold medals on fruit exhibits at the Portland Exposition, 1905. This record was not equaled by any other county on the Pacific Coast. We will have 75 to 100 cars of apples: Winesaps, Spitzenberg, Rome Beauties, Lawvers, Jonathans, etc., all packed under the supervision of this association.

Correspondence solicited.

**WENATCHEE VALLEY
FRUIT GROWERS' ASSOCIATION**
M. O. TIBBETTS, Pres. E. T. BALCH, Sec'y.
WENATCHEE, WASHINGTON**W. BIGLOW & Co.**Commission Merchants
Fruits and Produce801-803-805 Western Avenue
SEATTLE, WASHINGTON

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Butter, Eggs, and Cheese

I do no commission business. For the months of June and July I will pay 19 cents f. o. b. Seattle for good country or store butter. Ship by freight, send me letter of advice and shipping receipt.

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*Undertaker and Licensed Embalmer
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Hood River, Oregon**TACOMA**

THE FASTEST GROWING CITY IN THE
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**We have the Market
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For selling OREGON FRUITS of all
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Top Prices and Prompt Returns
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IF YOU WANT TO
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Specialties: Apples, Pears,
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APPLES

**SPITZENBERGS
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TASTE BEST—LOOK BEST—ARE BEST

Grade and Pack Guaranteed

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FAMOUS HOOD RIVER

Strawberries

THE FINEST BERRY
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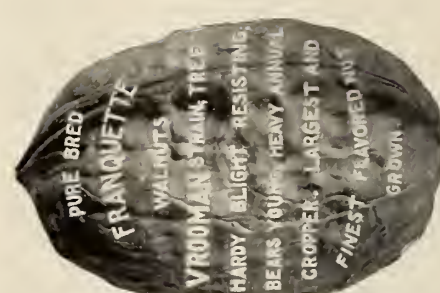
LOOK GOOD, BUT TASTE BETTER

*Fancy Pack Guaranteed***FRUIT GROWERS UNION****HOOD RIVER, OREGON****APPLES****CHERRIES, PEARS, PRUNES**

Our cool climate produces firm, beautiful
Apples, which, for long keeping, cannot be
excelled, if equaled; in flavor second to none.

*We guarantee every package to be just
what is claimed for it.*

**GRAND RONDE VALLEY
FRUIT GROWERS UNION**
LA GRANDE, OREGON



LET US EXPLAIN

To you the difference between pure bred Franquette walnuts—as shown on the border of this ad—and the ordinary English Walnut. When you buy walnut trees, *be positive what you are getting*. Guessing is uncertain and often expensive. Our walnuts for seed purposes and our scions for grafting purposes are all secured from Mrs. E. M. Vrooman's famous grafted Franquette walnut grove of Santa Rosa, California. Her grove contains

ONE THOUSAND TREES

ALL GRAFTED

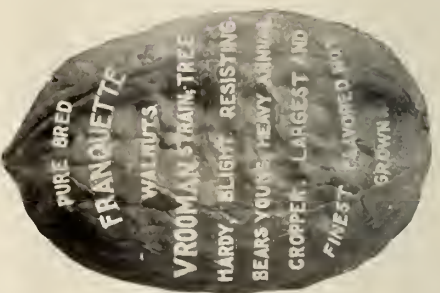
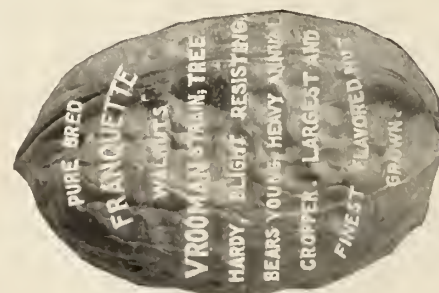
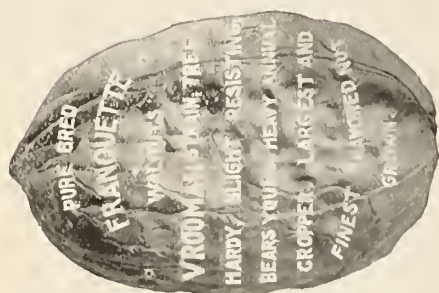
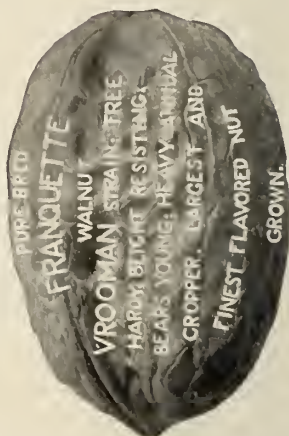
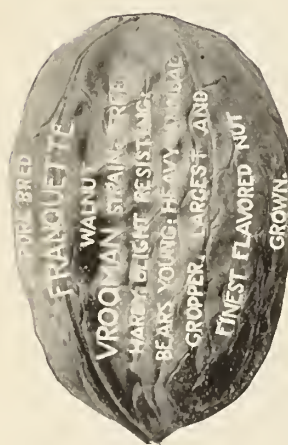
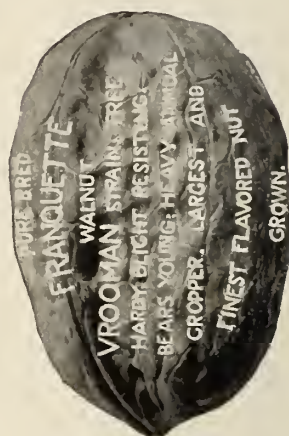
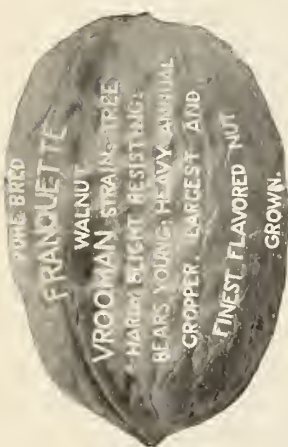
The only large bearing Franquette walnut grove of "all grafted trees" in the world. Write for free booklet describing this "King of walnut groves" and its record. When you buy trees that are descendants of this grove you make no mistake. We guarantee our trees to be pure Franquettes. We cannot tell you much in this small space but let us write you direct. The Pacific slope, generally speaking, is adapted to walnut culture and is destined to become the center of this profitable branch of horticulture. Why not start now? Address

Oregon Nursery Company

Salesmen Wanted

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Salem, Oregon



ROGUE RIVER VALLEY, OREGON

The Best Pear and Apple Country in the United States

SOIL—Rich, deep and mellow possessing all the characteristics necessary for the highest state of perfection in the production of the finest varieties of Pears and Newtown and Spitzenberg Apples. **CLIMATE IDEAL**, **NO WIND**—No excessive heat or cold—almost no frost; no excessive rain—average rainfall 21 inches.



A Yellow Newtown Apple Tree. From One and One-Half Acres, S. L. Bennett, of Medford, Obtained the Present Year About \$1400, and Can Repeat the Same Story Next Season. Trees in His Little Orchard Produce 25 Boxes of Apples. Uncle Sam Bennett in the Tree.

Winters pleasant, sunny and mild. **ORCHARD LAND**—May be purchased from Fifty to Two Hundred Dollars per acre. Young orchards from \$150 upwards and producing orchards from \$250 to \$600 per acre. **IRRIGATION**—Our valley thoroughly sub-irrigated yet perfect facilities for irrigation when desired.

ROGUE RIVER PEARS—The fresh fruit car record of the world is held by J. W. Perkins of Medford, who obtained at auction in New York City in the summer of 1905 \$3429.00 for a carload of his Comice pears, and he alone could break that record in 1906, when his best carload sold for \$3450.00 in the same market.

SOME RECENT YIELDS—C. R. Heimroth sold from one and three-fourths acres of Spitzenbergs, 587 boxes for \$1174; from three acres Newtown Pippins, 780 boxes for \$1365; total, \$2539. This in addition to sales of culls. All in 1906. M. L. Pellett sold from eight acres of Bartlett pears in 1906, 3000 boxes for \$4500, net on cars at shipping station, aside from sales of culls. W. H. Norcross sold from two acres of Newtown Pippins, not yet in full bearing, 1906, 657 boxes for \$1346.85. The same year, from four acres of Spitzenbergs, \$2113.10. This orchard has borne eight good crops in nine years, and the carload of Newtowns sent to London from this orchard in 1906 was pronounced by the dealers to be the best car of the year in that market. Twenty-two acres of pears on the Burrell Investment Company's orchard in 1906 produced 6441 boxes of fruit, which sold for \$8884, f. o. b. cars. F. H. Hopkins received in 1906, from fifteen and one-half acres of Winter Nelis pears, \$9000, f. o. b. Medford. The Bradshaw & Stevens orchard contains three and one-half acres, 250 trees, Yellow Newtown apples, which annually bring returns of \$2500 to \$3000.

For further information and particulars apply to

Secretary of Medford Commercial Club, Medford, Oregon

EARLY CLIMATE MEANS DOLLARS IN THE BANK

To the growers of fruit, grapes and berries at Kennewick, Washington. Did you ever stop and think what early climate means? It means strawberries ripe May first, and \$15 per crate. It means ripe gooseberries in April, and \$3 per crate. It means ripe peaches July first, and \$2.50 per box. It means ripe apricots in June and \$1 per basket. It means easy money to the grower, and a full pocketbook to the fortunate man who farms Kennewick Land. Kennewick is a delightful place for a home, and is rapidly filling up with satisfied people. There is more than \$200,000 in concrete buildings now erected or in course of construction in Kennewick. The Shipping facilities are the very best. We have two railroads and another now building, and an open river to Portland. Kennewick is in the midst of a vast area of irrigated lands, and the choicest lands can be had from \$125 to \$200 per acre on easy terms, all with perpetual water right under the Northern Pacific great canal. Would you know more about the great Kennewick country? Write for photographs and maps to the

KENNEWICK LAND Co., Kennewick, Washington

The largest and oldest Real Estate firm in the Great Columbia River Early Fruit Belt

THE HORSE BUYER

Who used as little judgment as many tree buyers, would be considered an "easy mark." He would have "horses" enough on his hands in a few hours to keep several canneries in operation for months. The horse buyer who would buy any equine solely by price, just so he had a leg at each corner and a head and part of a tail, is not half as foolish as the man who owns land worth from \$100 to \$400 an acre, and who buys trees of the "cheapest" seller regardless of quality. At best, the horse buyer's troubles would be over in a few months, for he is not tying up a three or four hundred dollar investment for the rest of his life with every ten dollar spavined horse. The orchardist who owns valuable land should be as critical of what grade of fruit trees he gets as he was in purchasing his land; if anything, more so; for a good tree can be made to bring excellent returns on common land, while a "scrubby tree" is always a scrub, even in the finest soil. Our trees are grown on the Yakima Indian reservation under unsurpassed conditions of soil, climate and moisture. Growing and selling trees is our business. We think we know how, and our customers are positive of it, for the proof is in the hands of thousands of them. We are not troubled with pest or disease, for we have no old orchards within miles of our plant. If our salesmen fail to find you drop us a line. We have them almost everywhere, but want more. IF YOU'RE OPEN TO ENGAGEMENT, WRITE US.

Washington Nursery Company TOPPENISH
WASHINGTON

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B. A. MITCHELL, Vice President
Manager Eastern Office
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HELM APPLE ORCHARD

We make a special feature of
apple and pear land

Southern Oregon Investment Co.

Harry Silver

J. S. Bailey

ASHLAND, OREGON

Our Newtown Pippins are fine quality,
keep better, and bring the highest price.
Pear orchard net yield \$500 per acre.
Land finely located \$30 per acre and
upward.



GORE PEAR ORCHARD

APPLES, PEARS AND OTHER FRUITS FOR THE EUROPEAN MARKETS

W. N. WHITE & CO.

76-78 PARK PLACE, NEW YORK

CONSULT US AS TO BEST MARKETS TO SHIP TO

WE ALWAYS GET THE HIGHEST PRICES

WE SHIP TO THE FOLLOWING MARKETS NAMELY:

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Write to
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**YAKIMA VALLEY
RED
APPLES**
YAKIMA, WASHINGTON

IMPORTANT ANNOUNCEMENT

Niagara Lime and Sulphur Solution

To be Manufactured at Hood River

A local company has been organized for the purpose of erecting and operating a plant for the manufacture of lime and sulphur solution at Hood River. Arrangements have been made whereby the well known Niagara brand will be produced, and will be offered to the fruit growers of Hood River, White Salmon, Mosier, The Dalles and all points on the river and O. R. & N. Railroad, *at prices much lower than any like spray has been offered heretofore.*

The purpose of this company, insofar as possible, is to deal direct with the fruit grower and thus to save to him that which would otherwise go to the railroad and the middleman. The Niagara Lime and Sulphur Solution has the record of being the strongest and best spray in the market. It shows the highest analysis, and has proved in actual work at Hood River, in Southern Oregon, throughout the Willamette Valley, Wenatchee, Washington, and in the Pajaro and Santa Clara valleys in California, to be a superior spray and second to none. For further information write or call on

Hood River Spray Mfg. Co.

OFFICE WITH STRANAHAN & CLARK, HOOD RIVER, OREGON

DO YOU WANT THE SERVICES OF THE HEAVIEST
RECEIVING . BROKERS . IN . THE . BEST . CITY . IN
AMERICA--PITTSBURG, PENNSYLVANIA, THE GREAT
INDUSTRIAL . CENTER . EMPLOYING . MORE . HIGH
PRICED WORKMEN THAN ANY OTHER TWO CITIES
IN THE UNITED STATES OF AMERICA--IF SO ASK

KEALLY & LOVETT

WHO MAKE A SPECIALTY OF DECIDUOUS FRUITS--
GIVE YOU *GILT EDGE, EFFICIENT, INTELLIGENT*
SERVICE ON MIXED OR STRAIGHT CARLOADS OF

APPLES, PEACHES PLUMS & PEARS

WE EFFECT SALES F. O. B., IN TRANSIT, OR HANDLE
ON CONSIGNMENT EITHER PRIVATE OR AUCTION
SALE. IF YOU HAVE THE FRUIT, WE KNOW HOW,
SO WRITE, STATING WHAT YOU HAVE TO OFFER,
AND WE WILL BOTH MAKE MONEY

KEALLY & LOVETT

PENNSYLVANIA PRODUCE BUILDING
PITTSBURG, PENNSYLVANIA

REFERENCES: CENTRAL TRUST CO., PITTSBURG, PENNSYLVANIA;
ANY REPUTABLE DEALER HERE AND MERCANTILE AGENCIES

OREGON STATE FAIR AND EXPOSITION

THE FAIR
THAT
MAKES GOOD

SEPTEMBER 16 TO 21, 1907

ALL DEPARTMENTS COMPLETE & ENLARGED

AGRICULTURE	HORSES
HORTICULTURE	CATTLE
MECHANICAL	SHEEP
WOMAN'S WORK	SWINE
FINE ART WORKS	POULTRY

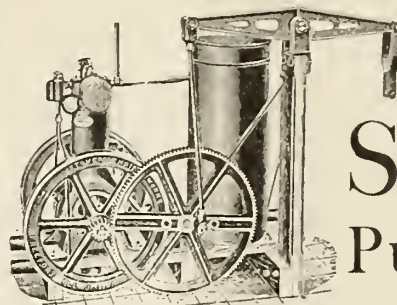
EXPOSITION FULL OF INTEREST DAY & NIGHT

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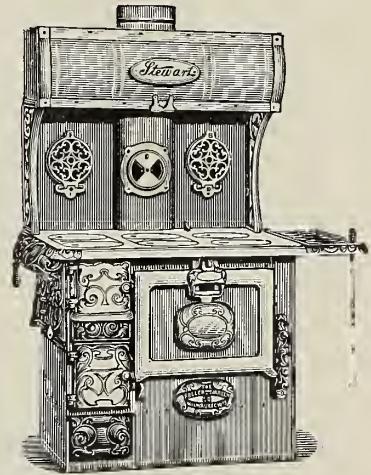
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